

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CVII.

NEW YORK, MAY 30, 1925

No. 22

By the Author of "BARNUM"

M. R. Werner's

BRIGHAM YOUNG

Illustrated from original sources, \$5.00

- (1.) The story of the Mormons has a ROMANTIC INTEREST for everyone.
- (2.) The origin and persecution of the Mormons, and the founding of their rich Empire in Utah is an ENTHRALLING chapter in American History.
- (3.) The Mormon practice of POLYGAMY was one of the greatest problems of the 19th Century in this country. It still arouses intense CURIOSITY.
- (4.) An account of religious fanaticism and an analysis of Mormonism's great leaders: BRIGHAM YOUNG, its statesman; JOSEPH SMITH, its prophet.

Out June 4

Harcourt, Brace & Co.

**383 MADISON AVENUE
NEW YORK**



"He holds a high place but will soon hold a supremacy."

—John Masefield

HAVE WE ANOTHER CONRAD?

Critics and public throughout the English speaking world acclaim as the successor of that master romancer of the sea

Francis Brett Young

Hugh Walpole Writes

In the leading review of the New York Herald-Tribune,

But Francis Brett Young? . . . He can do what almost none of the clever novelists either in England or America can do—he can tell a story. Read "Sea Horses" and see. He can do what was, is and always will be the principal business of every novelist under the sun, create character. Read "Sea Horses" and see. He can what about one novelist in five hundred can do, write beautiful English. Read "Sea Horses" and see.

"Sea Horses" ought to be one of the six most read novels of the year in America. It is, in many passages, Brett-Young at his finest.

This I can assert: It is unlikely that a finer piece of English prose than "Sea Horses" will appear in America this year

The New York Times says: "Sea Horses proves itself a stirring and picturesque story of the sea and the men who go down to it, well within the Conrad tradition. . . . There are sentences that are cameos of writing."

WILBUR DANIEL STEEL in The Saturday Review of Literature says: "'A darn good tale.' For the sort of people who take a book a day to keep the doctor away, it ought to be good for Thursday or Friday at least."

Boston, Mass., Globe says: "No more masterly handling of a factual and psychological situation has come to hand in a long time that can compare with this vivid account of the journey of the ship through the Mediterranean, Suez and along the African East Coast, with its load of emotional dynamite."

HEYWOOD BROWN in The World: "Young has taken a somewhat slapdash and simple tale and made it engrossing by the gusto of his spirit and the beauty of his style. . . . Seas and ships are in it and some very vivid writing about a port on the African coast. Fighting is plentiful and love making. This time I like the fighting best."

St. Paul Daily News says: "But there is more than glamour and swashbuckle to this writer; there is fine technique and style and characters that are not mere puppets."

REBECCA WEST in The New Statesman: "Mr. Brett Young is a poet who is using prose a vehicle for what previous poets have dealt with in verse."

SEA HORSES BY FRANCIS BRETT YOUNG

Second printing \$2.50

ALFRED A. KNOPF, 730 Fifth Avenue, New York

In Canada from The Macmillan Co. of Canada, Limited, St. Martin's House, Toronto.

TEMESCAL

TEMESCAL is a novel that meets every test. It has pleased the booksellers, it has pleased the critics, and it is now pleasing the public. Here, for instance, is a typical comment:

This is the third of a series of advertisements intended to acquaint the trade with one of the finest stories of adventure we have ever published.

* * * *

TEMESCAL

a romance of modern Mexico by H. H. Knibbs is not "Just another western story," but a novel of depth, color, and splendid adventure worthy of Sabatini himself.

* * * *

Recommend it to every fiction customer.

* * * *

Jacket in color by Giguere. \$2.00

**HOUGHTON
MIFFLIN
COMPANY**

"I want to thank you and especially the author, Mr. H. H. Knibbs, for the pleasure I have had from reading 'Temescal.'

"It takes genius to write a book like this, getting in all the little touches that make it ring true without cluttering up the fine, free gallop of the narrative. Now that I've read it, Mexico isn't just a blotch on the map. It is a real place with real people, and with two people in especial, Temescal himself and La Luz, that are my friends for life.

"If 'Temescal' were just a straight adventure story it would stand out among the season's books for its thrilling plot and its vivid style. And when you add to this the fine character drawing, the superb descriptions and the rich touches of humor that sweeten the narrative, the result is a real masterpiece.

"To me, at any rate, it ranks with 'The Three Musketeers' and 'Scaramouche' among the best novels of adventure ever written."

The late Ralph D. Paine finished reading TEMESCAL just a few days before his death. He himself was a past master of the art of writing thrilling adventure stories and his comment is of unusual interest:

"The spirit of true romance is splendidly alive in 'Temescal.' This tale of a modern Don Quixote of Mexico, bandit, patriot, and gentleman is gorgeous stuff. Knibbs has holed out in one."

**YOUR CUSTOMERS WILL AGREE
WITH THESE OPINIONS—HAVE
YOU STARTED YOUR CAMPAIGN?**

H. H. KNIBBS

CLASSIFIED LIST of PUBLISHERS

Who Used Advertising Space This Spring in The Library Journal

GENERAL

P. Blakiston's Son & Co.
Boni & Liveright
Brentano's
F. A. Brockhaus (Leipzig)
Thomas Y. Crowell Co.
The Devin-Adair Co.
Oliver Ditson Co.
Dodd, Mead & Co.
Dorrance & Co.
E. P. Dutton & Co.
The Gregg Publishing Co.
Harcourt, Brace & Co.

Norman W. Henley Pub. Co.
Karl W. Hiersemann (Leipzig)
Houghton Mifflin Co.
Joseph Lawren
Longmans, Green & Co.
The Macmillan Co.
Macrae Smith Co.
Manual Arts Press
Melbourne University Press
Metropolitan Museum of Art
William Harvey Miner Co.

O'Donnell Press
Open Court Pub. Co.
Oxford University Press
Isaac Pitman & Sons
G. P. Putnam's Sons
Charles Scribner's Sons
A. W. Shaw Co.
E. L. Steck Co.
University of Wisconsin
Williams & Wilkins Co.
John C. Winston Co.
Carl Winter (Heidelberg)

SUBSCRIPTION

American Technical Society
F. E. Compton & Co.
The Grolier Society

Index to State and Congr.
Legislation
F. W. Lee Pub. Corp.
G. & C. Merriam Co.

Moody's Investor's Service
New International Encyclopedia
C. A. Nichols Pub. Co.
James T. White & Co.

RELIGIOUS

Cokesbury Press
George H. Doran Co.
B. Herder Book Co.
Missionary Education Movement

Morehouse Pub. Co.
Sunday School Times Co.
United Lutheran Pub. House
Zion Research Foundation

CLASS AND TECHNICAL

American Geographical Society
American Hotel Register Co.
American Library Association
American Medical Association
Atlas Pub. Co.
N. W. Ayer & Son
Breitkoff Publications
California Law Book Co.

Chipman Law Pub. Co.
Electrical Trade Pub. Co.
F. W. Faxon Co.
Financial Pub. Co.
Fur Trade Review
Gutttag Bros.
Jewish Publications, Ltd.
Stanley McMichael Pub. Co.
National Register Pub. Co.

Nickerson & Collins Co.
Oil Trade Journal Co.
R. L. Polk & Co.
Real Book Co.
W. F. Roberts Co.
Sampson & Murdock Co.
Steurer Pub. Co.
Vernon Law Book Co.

PERIODICALS

Argonaut
Artibus Asiae (Dresden)
N. Y. Times Book Review
Radio Monthly

China Journal of Science and Arts
N. Y. Herald-Tribune Books
Sunset Magazine
Theatre Arts Monthly

Many others will include The Library Journal
in their Fall Schedules

R. R. BOWKER CO., Publishers, New York

FRANK-MAURICE, Inc., PUBLISHERS

To be Published June 20th

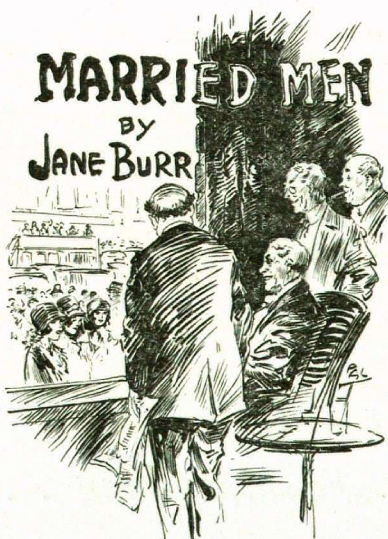
JANE BURR'S

New Novel

MARRIED MEN

The Story

A realistic novel of love and marriage; a stirring story of the struggle in Janet Silvertown's soul between love and convention. Intertwined with the main plot, a gallery of living men and women is presented in a courageous and enthralling fashion.



The Author

Jane Burr is known the world over both as a writer and as an iconoclast. Her popular novel, "The Passionate Spectator" was enthusiastically received by the English public and for a long period led the list of best sellers. Miss Burr considers "Married Men" her best work yet published. It is certain to create discussion and excite comment.

NOTICE

Dealers will do well to get their stock before publication date.
Extensive advertising campaign. 288 pages, cloth, \$2.00

From the English Reviews:

Tatler: "Never for one single instant commonplace or dull."

Yorkshire Observer: "An amazing and brilliantly written piece of work."

N. Y. Herald, Paris Edition: "A distinctly commendable contribution to contemporary American letters."

Aberdeen Free Press: "Intellectual vigor and daring speculation."

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100,000

90,000

80,000

70,000

Merrily
she skips along . . .

45th thousand, 55th thousand, 70th thousand . . . on skips the nymph, into the lead of the best-sellers."

First at Baker & Taylor's, first at The American News Co., and its branches, **THE CONSTANT NYMPH** by *Magaret Kennedy* is the ace of the Spring and Summer. And remember! . . . whenever people talk about books this is the book they talk about . . . and "by word of mouth" advertising *sells books*. Keep an eye on your stock!

Doubleday, Page & Co.

The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, MAY 30, 1925

The Vogue of the Ghost Story

By Joseph Lewis French

Author of "The Best Ghost Stories" (Modern Library, Liveright), "Masterpieces of Mystery" (Doubleday) and "Great Ghost Stories" (Dodd, Mead)

THE late Professor James H. Hyslop was wise in his generation in more ways than one; he at one time occupied the chair of logic at Columbia; altho he will be best remembered as the most sincere and efficient psychic investigator, as the head of the American Society for Psychical Research, that this country has thus far produced. Dr. Hyslop once said to me in the course of conversation that the ghost story would always persist, always be a favorite form with writers of real talent, "for the simple reason that it imposed absolutely no limit on the imagination." He used these very words afterwards in the preface to my book, "Great Ghost-Stories" (Dodd, Mead & Co.) I think so far as the creator is concerned it sums up the "whole story," and it only remains to add that this cannot be said of any other kind of literary production.

In the ghost story alone can the writer range the empyrean unhampered. And, since he found this out less than a quarter

of a century ago, his public has been growing until now the ghost story is frankly accepted at its face value and often attains a high plane of literary art. Indeed, quite often there are those—and they are good judges, too—who claim that the real

masterpiece of both Henry James and Marion Crawford is in this genre; in the case of the former, "The Turn of the Screw" of the latter, "The Upper Berth," both long short stories.

Regarding the ghost story, it may as well be stated at once, offhand, that the universal paradox persists—indeed, was never more strikingly illustrated—the ghost must be *real*. It is this quality of realism that in every

instance determines the standard of the story. The most unsubstantial of things, a creation of pure spirit, must take on the form and substance of actual verity. The story that succeeds in this to the greatest degree is the unforgettable one. That is the test. The most unforgettable type of story taken as a whole is the ghost-story, simply because it is so com-



pect of that most interesting of all elements, mystery. We turn toward it in the chambers of memory from time to time for the sheer delight of the shudder it gives us. "He who has not known terror," remarked Christopher Morley recently, "has not lived." We enjoy terror most in the cosy embrace of our own firesides, and this the ghost story gives us as no other type of story can.

Who wrote the first ghost story? As I have remarked in the preface to one of my volumes of ghost stories, it was probably the first form of tale that was invented. The cave-man, compact of superstitions, had terrible dreams. Visions and apparitions were his constant companions. Of these he often told his mate by signs and rude elementary speech. The first written ghost story is a beautiful one told in classic terms by Pliny the Younger in a letter to a friend. It is certainly not the greatest ghost story ever written. It expresses doubt and asks the friend at the end for his hypothesis. But it is a beautiful ghost story, none the less, and I advise everyone to read it. Ghost literature, like the early sea literature, persisted in more or less legendary form for centuries, and the accounts of those who had "seen" a ghost or heard the tale afterwards are embedded in old tombs devoted to the supernatural superstitions.

Any time you drop into a very old library—there are a few in this country—ask for any old yellowing parchment-bound volumes of the fifteenth or sixteenth centuries of almost any kind, even a religious treatise, and you are sure to unearth ghosts aplenty. People believed in them when there was no definite *literature* about them, and, when they finally ceased to believe in them, the literature came, as if the ghost would not down. Tales of haunted houses and occasional "apparitions" of public importance, like the celebrated "Cock Lane Ghost" which Dr. Johnson solemnly went to call upon, had always persisted and at last came Mrs. Anne Radcliffe and took up the matter seriously. Her "Castle of Otranto," published about the end of the eighteenth century, was the first long story that was written about ghosts. It found a public ready and waiting. Mrs. Radcliffe's fame will never die, altho only sixty years ago in one of his "Roundabout

Papers" Thackeray indulged in a joke at the expense of what he calls "her exploded old ghosts." Hers were the orthodox kind; they always haunted the ancestral halls of the aristocracy and appeared in white apparel—a sheet presumably—and the clanking of their chains was invariably heard. It was an easy theme. A noble lord, chained for years in a dark dungeon, whose spirit walked the chambers and corridors, free at last, terrified everybody from the housemaids to Lady Anne. Mrs. Radcliffe was followed by a succession of writers that has been continuous. "Monk" Lewis, whom Byron so much admired, the great Sir Walter himself; then Bulwer, and on down to yesterday. In the final Georgian and early Victorian days, the world was full of ghost story writers of minor genius. "Penny-dreadfuls" were produced by scores of titles every year.

From England, the influence began to spread to the Continent, and the old Norse folk-tales were written and ingenious French romancers undertook the theme. It would be difficult to name any writer of genius during the past seventy-five years who has not produced at least one ghost story. The temptation was irresistible, perhaps, in the final resolve, for the very reason that Professor Hyslop gives. It is quite in order to note in this connection that the first American novel, Charles Brockden Brown's "Wieland," has a motive akin to that of the ghost in fiction. White ghosts are no longer firmly believed in except by a scant and dwindling few, but the query as to their reality persists in the breasts of millions and probably always will, and this, in connection with the equally persistent unquenchable interest in the unknown, will keep the ghost story alive as long as human intelligence persists.

The demand for the ghost story in any form is steady and active, all booksellers report, and there are no signs of a diminishing of interest. A good ghost novel or a book of short stories stands an almost equal chance with a big detective story or a sensational novel on the sex problem. The ghost simply will not down! I walked into one of the largest branch libraries in New York the other day and called for ghost stories. There were twenty-two titles under that heading, all contemporary

works, and all but two volumes were not available. "You see how popular they are," remarked the young lady, "nearly everything is out."

One of the cleverest writers of mystery stories in America is Arthur B. Reeve, who has created in Craig Kennedy a "master mind" only second to Sherlock Holmes himself. He discourses thus of the ghost story in which he naturally feels an absorbing interest. "What is the fascination we feel for the mystery or the ghost story?" Of the latter fascination the late Paul Armstrong used to say it exists because we are all as full of crime as Sing Sing—only we don't dare. Thus, are we not fascinated by the ghost because no matter what may be the scientific or sceptical bent of our minds in our inmost souls, secretly perhaps, we are full of superstition—only we don't let it loose. Man is incurably fascinated by the mysterious. If all the ghost stories of the ages were blotted out, man would invent new ones."

The ghost story is not born of science nor even of super-science, whatever that may be. It is not of science at all. It is of another sphere, despite all that psychic

researches have tried to demonstrate. There are in life two sorts of people, whom, for want of better classification, I may call the psychic and the non-psychic. If I ask the psychic to close his eyes and I say to him "horse," he immediately visualizes a horse. The other, non-psychic, does not. I rather incline to believe that it is the former class who see ghosts, or rather, some of them. The latter do not, tho they share the interest in them. Again Mr. Reeve remarks, and I quote from his foreword to my own book, "The Best Ghost Stories in the Modern Library," "The detective's case is solved at the end. But even at the end of a ghost story the underlying mystery remains. In the ghost story we have the very quintessence of mystery."

Of the mystery story, I have ventured to make four classifications in "Masterpieces of Mystery" (Doubleday, Page & Co.): The detective or crime story, the ghost story, the riddle story, the "mystic" story, in which the interest springs from some supernatural motive other than the ghost. I have stated these in the order of their general importance as dedicated in the popular demand today.

Authors and Publishers

VI

The Literary Agent: His Claims and Status

FEW activities are easier to ridicule and to denigrate than that of the literary agent, and this opportunity for facile criticism has abundantly been taken. Much of what has been said, however, seems to be the outcome rather of prejudice than of reason. In common with most other folk, the literary agent has both his good qualities and defects, but his function remains a genuine one, for all that it is often abused and for all that its basis is a blend of logic and of fallacy.

The literary agent came into existence during the eighties of last century. His purpose was to act as intermediary between authors and publishers; to dispose as profitably as possible of the products of authorship; and to put at the service of writing

folk (most of whom live out of the world of literary commerce) a knowledge of the requirements of various editors and publishers and an experience in their handling.

There could surely be no origin more justifiable and logical? It is the principle of the Labor Exchange applied to literature, with the added advantage that no Authors' Union will interpose a veto on the drafting of written work from one area to another.

But as in course of time the conception of literary agency became accepted, and as the position of the literary agent grew to permanency, the idea behind him developed dangerously. Gradually he spread over the surface of the literary world the fine net of his activities. Then was it that wrath began.

With the actual relations of agent and publisher and agent and author we shall not at this juncture deal. These, and their benefits (or otherwise) to the parties concerned, will be treated in a later article. Our present purpose is to consider the ethical status of the agent, to examine his claims and to decide as fairly as possible which of these claims are justified and which may hardly be allowed.

The agent's claim is two-fold. He argues in the first place that the disposal of ideas is a specialized activity, requiring a knowledge that no individual writer ought to spare the time to acquire; that the literary mind should be left free to produce literary work, and will find it both of spiritual and material advantage to leave the technical exploitation of his work to someone trained to the task.

The Agent's Place in the Book World

To this claim no reasonable being can make objection. Nowadays the complexity of marketing an author's work is very great. There are so many bye-products to be extracted from the one commodity, so many territories from which, with knowledge and care, profits may be drawn, that only very few authors have the energy or capacity to grapple with the problem as well as with that of their actual writing work. Hence the need for an expert who will relieve them of the burden; hence the agent, fulfilling that need.

The second claim of the literary agent is that he protects the writing lamb from the editorial, publishing and managerial wolf. In essence he maintains that the guileless can never be a match for the wily and unscrupulous publisher; that to catch a thief, only another thief is competent.

There is an engaging candor about this argument, and no one can deny that the presence of an agent in negotiations between author and publisher would in the past have benefited many authors, and controlled the rapacity of many publishers. But unfortunately, now that the author's blade is tempered and his shield beaten and burnished, the battle for which he is equipped has largely died away. The agent, in offering himself now as a protection against publishers' vileness, is a little like the umbrella that was lost during the

rainy season and only turned up when the sun was shining. There is no solution but to use a parasol. But an umbrella deputizing for a parasol, is heavy in the hand and looks lugubriously, and it is arguable that the agent, in his protective capacity, tends to be too emphatic for the crises he pretends to meet.

Wherefore we are not terribly impressed by the agent as a champion of virtue, suspecting that in his determination to see sinister intention where there is only amiable stupidity, he may well do authors as much harm as good, and irritate publishers unnecessarily, who as a class are harmless beings, if a little dull of understanding.

But we will not exaggerate what is perhaps a minor element in agency. It is more just to concentrate on the undoubted practical service done by agents, and not only to authors but to publishers as well.

It is a mistake to regard the agent as a man whose expertize can benefit an author only. He is as frequently of great assistance to editors and publishers. But his helpfulness to all parties is proportional to his practical efficiency. It is part of his activity as a literary exchange and mart. It has no bearing on his righteousness, nor shows him in the light of guardian of literary morals.

Judged, then, as a technical proficient and not at all as dew from heaven, what is the agent's position in the world of book-makers?

A Minimum of Risk

Frankly, it is a difficult one, and we cannot but admire the patience with which he sustains it. In comparison with that of persons trading with him, the spiritual basis of the agent's activity has one fundamental weakness—a weakness of which he must be conscious, thanks to which (however gaily it may point the way to easy money) he knows himself for ever at a moral disadvantage.

Of all the parties concerned in the trade of book production, he alone takes virtually no risk.

The author writes his book, and risks the product of his brain, to which alone he can look for livelihood. The publisher, having accepted the book, risks his money in its manufacture and its advertising. The printer and binder, having consented

to print and bind it, do their work and risk the payment by the publisher. The bookseller, buying copies for his shop, risks their sale. But the Literary Agent, seeking A's money for a commodity produced by B, risks not wealth nor lasting labor of his own, yet is inevitably paid for whatsoever is achieved—and not achieved by himself alone or even mainly, but by the author, the publisher and the bookseller.

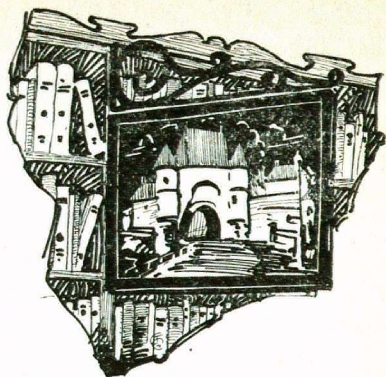
Observe, if you please, that in speaking of "risks" no account has been taken of what are called "overhead expenses." The author's "overhead" is his daily cost of living; the publisher's consists of his office rent and wages bill, his reading fees, his light and heat, and so forth. This reminder is necessary, because literary agents are apt to refer feelingly to the running expenses of their business (especially in connection with manuscripts that they do not contrive to "place"), as tho these could rank as risks. These expenses are merely "overhead expenses," and as such are common to every individual and corporation working to live. There is no merit to be claimed from carrying "overhead," altho one might be tempted to think otherwise when reading this pronouncement from a well-known literary agent:—

"We cannot afford to give rather expensive time to unprofitable authors who have not a future."

Surely here is a certain naiveté? It is as tho a circular went forth:—"Messrs. So and So, the well-known literary agents, have valuable time and trouble for sale. They reserve the right to allot these precious commodities to the persons who in their judgment will ultimately pay the highest price for them."

Commerce made easy. The publisher, whose time and trouble—tho of course less valuable than those of Messrs. So and So—are none the less important assets, is expected not only to devote them to the author's service but to pay for the privilege of doing so. He is perfectly prepared for such an arrangement. He has been brought up to expect it. But he cannot help comparing his problem to that of Messrs. So and So, and wondering a little hazily whether any other job so dangerous as that of a Literary Agent can possibly exist.

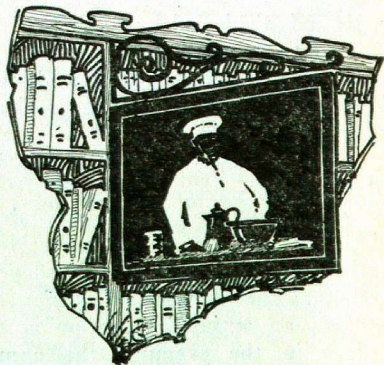
(To be continued)



THE TRAVEL SECTION

Colorful Store Fittings

MANY booksellers as well as customers who have visited the new Korner & Wood store in Cleveland have been delighted with the interesting shelf signs, which immediately catch the eye on entering the shop. The store is long and narrow, and the shelves along the side contain classified stock with neat labels to guide people to the proper section. To mark the divisions in a rather picturesque and striking way, Mr. Korner planned hanging signs which come out from the top shelf, and for each one an artist has drawn a design indicating the type of the book there to be found. These designs cannot be well reproduced in black and white, as a great part of their attractiveness lies in their color. They were painted by the son of Henry F. Gaertner, well-known bookseller of Burrows Brothers. The ones shown herewith very obviously indicate that they mark the travel section and the cookbook section.



COOKBOOK SECTION

Book Rates by Express

THE American Railway Express has a special book rate of 8c. a pound with a 15c. minimum. This is a long established rate but of increased importance now that mail rates are up. The agents of the Express are sometimes careless in collecting on such packages (tho always willing to refund) and booksellers must see that their receiving departments are constantly on the alert against overcharge.

Canadian Convention Program

THE program for the annual convention of the Canadian Booksellers to be held at Chateau Laurier, Ottawa, on June 9, 10 and 11, shows plans for a wide variety of important discussion together with diversity of entertainment.

On Tuesday there will be reports from various committees including those on "School Books," "Freight Rates," and "Co-operative Advertising" with afternoon discussions on "Mail Order Bookselling," "Store Arrangement" and "Selling Children's Books" with a big public meeting in the evening addressed by Hon. MacKenzie King, by the librarian of Parliament and by the speaker of the House of Commons. On Wednesday there will be morning Round Tables on "Plus Sales" and a discussion led by Grace Tremere, the new secretary of the Association of Canadian Bookmen, on "Problems of the Bookseller in Towns of 15,000 and Under." The meeting will include the discussion of the promotion campaign. Wednesday afternoon's Round Tables will be on "Cooperative Buying" on "Selling Overstock" and "Window Dressing." On Thursday the publishers have a Round Table led by S. B. Watson, president of the Publishers' Section of the Toronto Board of Trade, followed by a morning of discussions on retail problems, censorship, back orders, stocking staple books, sales tax, copyright, and other important topics.

The entertainment includes a drive around the city with luncheon at the Hunt Club; the public meeting of Tuesday; a luncheon at the Chateau Laurier on Wednesday; an authors' reception at the same place in the evening; the annual banquet on Wednesday.

Doubleday Bookshop Management

TWO years ago Doubleday, Page & Company and Richard F. Fuller agreed to cooperate in developing some plans of the Doubleday, Page & Company bookshops. Mr. Fuller at that time agreed to become the Managing Director of these shops.

The plan contemplated has now been carried out, and the business of both the Old Corner Book Store and the Doubleday, Page & Company shops is increasing, each demanding continually more time and attention.

As there are many excellent reasons why these two enterprises should maintain their entire independence, we have together decided that it is for the best interest of both of us to discontinue any formal relationship. In certain plans we shall continue our cooperation.

Cedric Crowell continues as manager of the Doubleday, Page bookshops.

Signed

RICHARD F. FULLER,
DOUBLEDAY PAGE & COMPANY.

Women Receive Convention Report

THE Women's National Book Association held its last meeting of the season at the National Arts Club on May 19th.

Owing to a very severe cold the President was not able to preside and Belle M. Walker of the American News Company was asked to open the meeting and give a brief description of the Convention of the American Booksellers' Association.

The speaker for the evening was Henry Beston, author of "Full Speed Ahead" and the "Volunteer Poilu" and several books of fairy tales. He is now working on a new book "The Book of Gallant Vagabonds." Perhaps one of the most interesting facts in connection with Mr. Beston is his experience in a submarine. His talk was illuminating and like all men who have had experiences out of the common he was exceedingly modest.

Mrs. Pauline Sherwood took the floor and told of the presentation of an ivory gavel to President McKee of the American Booksellers' Association by the Women's National Book Association.

An A. B. A. Page

News and Notes of the American Booksellers' Association

By *Walter McKee, President, and Ellis W. Meyers, Executive Secretary*

High Spots of the Convention

THE A. B. A. now has a New York office, Room 344, in the Metropolitan Tower, 1 Madison Avenue. This will be the permanent address of the Executive Secretary.

Basil Blackwell of Oxford gave a perfectly corking talk. Among other things he said "Publishers and booksellers are going to put out a small sum of money; authors are going to work for us free. We are hoping to publish in the general press, not the literary press, articles by authors, the motto of which will be, of course, to read books."

The A. B. A., too, hopes to reach the general press, in fact, wants to reach every newspaper in this country.

We also hope to reach the public thru other channels, the radio for example. We are not, however, going to ask the publishers or the booksellers to "put out a little money" but to "put in a little time." From time to time we intend to send news stories to the larger papers and will enclose them to members so they may be sent around to local editors. If the stories are "right" and there are not too many they will be used. With a radio campaign on which we are working and the publicity which we will get from ideas such as the Telegraphic Delivery Plan we may expect to reach a large portion of the public effectively with stories that are "news." In addition we will cooperate with the Publishers' Association and it will cooperate with us and all that is necessary to make our plans successful is the cooperation of the booksellers not only with the Association, but with one another.

Speaking of advertising, we cannot too strongly recommend the reading of "Selling Books Thru Advertising," the talk given at the convention by Joseph Mills, Director of Publicity for J. L. Hudson Company, Detroit. It was printed in the *Publishers' Weekly* last week. Particular

attention should be paid to the part dealing with mass and class appeal, and direct mail solicitation in selling books. Mr. Mills knows his subject thoroly. See how many of his ideas can be put into practice.

The *Year Round Bookselling News* has carried a great number of suggestions as to how booksellers can "tie up" with the women's clubs. The talk given at the convention by Mrs. L. A. Miller of Colorado Springs, chairman of the Committee on Literature of the General Federation for Women's Clubs, shows that the heads of these clubs will be only too happy to work with you on this. They consider the bookseller a competent authority on reading and will not feel that you are forward if you offer your help. Cooperation with these clubs will sell books.

In order to sell more books we must make a consistent effort. Everything we do must have a bearing on everything else. It is not good planning to advertise *fiction* in the newspapers, to have a window display of *travel* books and to have our sales forces primed to talk on *biography*. Good advertising is only good when the same story is brought home in several ways so that it cannot be forgotten. Alfred La Belle of Detroit gave some mighty fine suggestions in his talk on "Merchandising Thru the Bookshop Window." They will help make your sales effort stronger.

Esther Gould said at the convention, "When I went to the local paper and suggested a book review to them they were delighted. They felt that it was going to raise the tone of the paper and give the public an editorial feature that it would be glad to have." There is no doubt that the public is glad to see a book review column in its favorite paper, and it is fine book publicity. If there is a paper in your town that doesn't carry such a column why not see the editor and tell him you'll do the reviewing for him?

E. W. M.

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leypoldt

EDITORS

R. R. BOWKER

F. G. MELCHER

May 30, 1925

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Books by Telegraph

THE program for developing the general interchange of delivery of books by telegraph was accepted by the Booksellers' Convention as a good plan for increasing the public's interest in using books for gifts. The sale of books for all gift purposes will increase as the public gets into its mind the idea that books supply just the right type of thing that it needs for the various occasions connected with birthdays, weddings, graduations, travel, etc.

As was pointed out in the discussion at the Convention, the immediate result of such a program, backed by the publicity supplied by the Western Union Company itself, may not bring immediate increase in the number of books sent, but the habit, once started, ought to grow and the person who sends books in that way will soon form a habit of thinking of books as the best possible gifts. It is all part of the general movement to get people to think in terms of books.

The Case of the Canvasser

PUBLISHERS of books as well as of magazines have a very decided interest in the case which has been before the Supreme Court of the United States on the question of the right of a city to tax outside manufacturers, merchants, publishers and other organizations seeking to do business thru local canvassers. The actual case was that of the Real Silk Hosiery Mills, Inc., of Indianapolis against the City of Portland, and it has been regarded by lawyers and business men as a test case

of far-reaching importance. The decision of the Court, handed down May 25th, has been against the city.

Among the briefs filed in the case were those by the Curtis Publishing Company and by the Crowell Publishing Company. The city of Portland endeavored to cut down the canvassers by taxation, and the argument against this was based on the constitutional right of Congress to fix all laws affecting interstate business. This decision will nullify similar ordinances in nearly 500 cities.

The propaganda against canvassers has been very widely urged by merchants in every part of the country, largely by stores which have been affected by the sales of such merchandise as hosiery, brushes, etc., but any law thus passed would similarly affect book canvassing. As far as bookstores are concerned, there has never been any wide serious criticism of the effect of canvassing on the general trade. If such canvassing contains fraudulent representations and includes any methods that will tend to lessen people's confidence in books or their interest in collecting them, the bookstores will suffer, but it is difficult to denounce a selling method because of bad practice by some of its users. In the case of such works as law books, medical books, encyclopaedias, reference sets of all kinds, it is probably not true that the same amount of business would be done thru local stores as can be done thru a canvasser, nor can the books be as well presented. One publisher of a well-edited reference set for children has pointed out that his canvassers, systematically going from house to house and preaching the need of better books for children in the home, are planting the seed of interest in reading that may continue to develop the book buying habits of the household. Not more than one family in twenty will buy the set being canvassed, but, in the minds of the other nineteen, there has been planted an interest in reading.

Canvassing has its own real function in book distribution. Let us not cut off the method but raise the standards as the Subscription Book Publishers' Association is trying to do. There needs to be honest representation in the canvass and sound firms behind the canvass.

Group Action

WHILE thinking in terms of national promotion of books, the dealers do well to think, also, in terms of local group action, and the strength of the whole forward movement of the American Booksellers' Association can be greatly augmented if, in each city where there are two or more booksellers, these groups work concertedly together to increase the bookselling interest of the community. When Mother's Day was observed by so many stores the first part of May, candy stores in particular, it was not the effect of the first window display that led people to make the purchase, but the repeated effect of one display after another in the same city, all making the same point. The final result of this reiteration was that some candy store got an order. When there is a plea that booksellers want to get over, the repeating of the idea in several window displays will have increased effect, to the resulting benefit of all, and the habit of getting together on such plans leads to other helpful relations—exchange of stock, exchange of experiences, problems of credit, problems of management, store employees, etc. One of the best movements that could be adopted the next year would be a more complete welding together of local groups, instinctively ready for group action.

Business Libraries Increase

ACCORDING to George W. Gray, in an article on business libraries in the magazine *Business*, "Today the business library may be found in every type of industry and in many an instance it is a highly developed department of the business." The business library varies in size and scope but whatever the size it is of real practical value in business. There are large technical libraries, workshops of business facts, such as are maintained by Stone & Webster in Boston, the Western Electric Company in New York, The Eastman Kodak Company in Rochester, and the New Jersey Zinc Company in New York. In contrast to these technical libraries are the reading libraries provided for employees. Between these two types are all kinds of company libraries, from a general library like that of the National Cash

Register Company, in Dayton, to specialized libraries like the library of the American Telephone and Telegraph Company in New York.

Some of these business libraries are very large, as for example the library of the Metropolitan Life Insurance Company which contains more than 50,000 books and employs twenty librarians. This library is used not only by the employees of the company but by the firm's customers.

Another form of business library is known as the "package" library. This type is used by organizations which have branches scattered over a large area. Two organizations which make use of the package library are the Retail Credit Company of Atlanta, with branches in forty-three cities and the W. T. Grant Company of New York which supplies books to fifty of its retail stores from Maine to Texas.

The article points out while the business library is not yet standardized still no business enterprise is too small to afford a small library. There are five ways in which the business library will render service:

- 1—Operate as a clearing house of all reading matter of interest to the business.
- 2—Furnish a center for reference on information of business value.
- 3—Carry on research work to gather information on given subjects.
- 4—Provide reading matter of educational value to employees.
- 5—Provide recreational reading for employees.

Since the breaking down of the prejudice against an interchange of business ideas the business library has developed rapidly. In many cases it started from the desk of an employee reading periodicals, marking and routing them to the various executives and departments. Then a few books were added until a library was built. A reference library naturally specializes on subjects of direct importance to the business. Thus the Western Electric Company's library concentrates upon technical books and periodicals relating to the telephone, the telegraph, radio, general physics and chemistry.

In building business libraries a field of bookselling is offered that has not been overly developed and which is growing yearly.

Temple Scott on Rare Book Selling

Eleventh Lecture of Retail Bookselling Course

TO the members of the course in Retail Bookselling at the College of the City of New York, who had been hearing about the intricacies of bookselling, it came as somewhat of a surprise to have Temple Scott, who delivered the eleventh lecture of the course, declare that selling new books is simple and but an apprenticeship to selling old and rare books. For the former, Mr. Scott said, requires but a certain amount of stick-to-it-iveness, whereas the latter requires more than a mere knowledge of the price of the book and what a customer wants.

It is not wise to start with all rare items. Rather, devote a part of your "new book" shop to rare but not necessarily valuable books. And there are such things. There are hundreds of books that are hard to get but which no one wants. The value is regulated by the demand. "Chance" by Conrad is hard to get and it is also greatly in demand. Consequently it brings a very high price. It does not, however, follow that it will always remain at that high price. There are several methods of getting an idea of the market value of books, the two most obvious being to attend auctions and to get the best catalogs of the best booksellers—catalogs such as those issued by Maggs Bros. of London.

You must understand what it is about a book that has put it in demand. It may have a definite and important place in the history of the literature of its country. There are books by Shelley, Hawthorne, Emerson and Whitman that could have this claim. Possibly the author has had an interesting life, as had Byron who made impressions on people for many reasons. The copy may be a special one such as Shelley's to Leigh Hunt or it may be in demand as a first edition or because of some uniqueness. You must, whatever it may be, discover the reason for its price.

Honesty of dealing is the prime essence of rare book dealing. It is a profession wherein a little knowledge is of more harm than none, for you may be honest in selling a book for what you believe it to be but

if your belief is incorrect you may be the occasion of many losses not only to your customers but to yourself. Hain's "Repertorium" and W. Copinger's additional three volumes, including the titles omitted in the "Repertorium" are indispensable in discovering the perfection of books and enabling you to collate them.

Dealers in old books should know how to get books that a customer might want. Advertisements in the "Books Wanted" columns of the *Publishers' Weekly* and *The Clique* (London) are the surest means of locating books. Auctions are a means of securing certain items, but it is necessary in bidding for a book to know your business and the man you are getting the book for, to know whether or not he will pay more than he specified if the bidding goes higher. And of course auctioning is the most accurate method of determining the value of a book.

There must be a reference library to which the dealer in old and rare books can turn—a library of his own, available at any hour or minute he wishes to turn to it. "The Dictionary of National Biography" by Leslie Stephen and Sidney Lee is very useful in locating foreign books, especially French ones. There is also Brunet's "Manual de Libraire" in six volumes, treating of books most of which are printed in France; Lowndes's "Bibliographer's Manual" published about seventy years ago in four volumes is easy to get and is inexpensive. The prices quoted are, however, worthless to-day. A similarly titled book Ricci's "Bibliographer's Manual" takes its place with these others in regard to usefulness. Purely for the interest they afford, the bookseller should read John Hill Burton's "Book Hunter" and Thomas F. Dibdin's "Bibliographical Tour in England,"—"In Scotland," etc. He should know the history of the literature of the country in which he's dealing as well as something of the literature of other countries. For this last, the "Outline of Literature" edited by Drinkwater and published by Putnam is ideal.

John Farrar on Book Reviews

Twelfth Lecture of Retail Bookselling Course

ONE of the most important things for a bookseller to know is what is being said about books, and John Farrar, editor of *The Bookman* and literary advisor to the George H. Doran Co., delivered a splendid lecture, the twelfth in the College of the City of New York's course in retail bookselling on the subject of book reviews.

"You must know the reviewer you're reading," said Mr. Farrar. "You will soon discover that all criticism is prejudiced or it isn't criticism. Every reviewer that was ever worth his salt has been prejudiced. The point is to recognize your man's aversions and deal with them accordingly. The essential is that the reviews sell books."

It is well for the bookseller to know something about reviewing. I. A. Richards' pretty well balanced "Principles of Literary Criticism," Carl Van Doren's "Contemporary Novel" and "Contemporary American Novelists," W. C. Brownell's "Criticism," Spingarn's *History of Literary Criticism in the Renaissance*, Stewart P. Sherman, H. L. Mencken, Manley and Rickert's "Contemporary American Literature" and "Contemporary British Literature," Bessie Graham's "Bookman's Manual" in its new edition and Louis Untermeyer's anthologies, all these not only supply the information about reviewing but represent a fairly complete reference library for general use.

The ideal review for the bookseller is the one which will give all the information attainable about current books. The *New York Times*, in spite of the fact that it makes many stupid mistakes, is the most ably edited book review in the country. Popular books are reviewed by persons not scornful of them so that you can get the sense of a Howard Bell Wright book or an autobiography by Sherwood Anderson and at the same time be able to tell to whom it will appeal. The scope is wide; it is very seldom you cannot find the book you want, yet the bookseller should not read

the *Times* alone. He should read with it the *Saturday Review of Literature*, the *Herald-Tribune's Books* or some other review. The *Literary Review* of the *New York Evening Post* is an able combination of brightness and authority. *Books*, the literary section of the *Herald-Tribune* is well done; Dr. Sherman's article is always interesting, but the choice of books is bad. The *Saturday Review of Literature*, edited by Dr. Canby, tries to get the best man for the book and having resort to academic authorities many of the reviews are done by professors. "Most professors can't write," said Mr. Farrar. "They can't do a lead, try as they may." The *Saturday Review* in spite of Christopher Ward's frequent columns, lacks a sense of humor and consequently misses on light fiction. Only two papers, worthy of mention, remain: The *New York Sun*, on which Hill does some clever work, and the *Publishers' Weekly*.

Besides the literary reviews and book sections there are the columnists. There was a time when Heywood Brown's reviews had a definite reaction in sales. Witness "Moon-Calf." There is no doubt he did much to put that over. Laurence Stallings was once very persuasive but developed a habit of jumping from one opinion to another. It is extremely inadvisable to gain your own opinion from columns.

In Chicago there is the *Daily News*, and no matter what you may think of Harry Hanson's section as criticism it is certainly good journalism; the *Tribune*, on which Fanny Butcher does good work; and the *Evening Post*, of which Llewellyn Jones is the literary editor and which is one of the best balanced literary reviews in the country.

Boston has the *Herald*, with John Clare Minot; the *Boston Transcript*, which does good reviewing with sentimental studies of authors and which, in spite of its faults, is the best literary review in New England; and the *Christian Science Monitor*.

The *Cleveland Plain-Dealer* with Ted

Robinson, the *Detroit Free Press*, the *Brooklyn Eagle* and the Cincinnati *Times-Star* all have adequate literary sections, but, and Mr. Farrar said he discovered this with some surprise, the Southern papers are giving the best book pages.

Of the weeklies Mr. Farrar mentioned but the *New Republic* and the *Nation* and of the monthlies but the *American Mercury*. The latter he said does not attempt to cover much ground and it is first and last Mr. Mencken, and will be treated in his characteristic manner, but it is well to know what book he's praising.

Of the English papers it's advisable to take the *Nation* and *Athenaeum*, the *Outlook*, *Sphere*, *Mercury*, *Times* and *M. A. B.*

"As booksellers," said Mr. Farrar, "I beg you to do something about poetry. Surely you ought to be able to sell some one beside Edgar Guest.

"Book reviews don't sell books, advertisements don't, salespeople do. It's necessary for you to become enthusiastic and obviously you can't become enthusiastic over a book you haven't read and know nothing about. Everybody should read one of every popular novelist's books.

English Book-Trade Notes

From Our London Correspondent

Best Sellers

"THE Carillon of Scarpa." Klickmann.

"The Constant Nymph." Kennedy.

"The Noblest Frailty." Sadleir.

"Numerous Treasure." Keable.

"Arrowsmith." Lewis.

"The George and The Crown." Kaye-Smith.

"Week-Ends." Thomas.

"The Painted Veil." Maugham.

"Sea Horses." Young.

"Married Alive." Straus.

"Kept." Waugh.

"The Rector of Wyck." Sinclair.

These are the twelve books of fiction which are being read by most people nowadays. Mr. Sadleir's "Noblest Frailty," which is finding much favor everywhere, is called "Obedience" in America, where it is published by Houghton Mifflin & Co. There was a very good reproduction of an American window display of this house in the London *Publishers' Circular* last week, altho it did not say in what town the display took place, or at whose shop.

Non-Fiction

The spring publishing season has produced many good novels, many of which have had satisfactory sales. Books of a general character have been numerous, too, and there have been several which have

been particularly readable. Here is a list of books which those who wish to keep up with current literature are reading:

"Lord John Manners and His Friends." Whibley.

"The Passing Hour." Courtney.

"Memories of Forty-Eight Years' Service." Smith-Dorrien.

"Sex and Choice." Erskine.

"The Home Office." Troup.

"A King in the Making." Parkhurst.

"The Return of the Kings." X. Y.

"Hull Down." Hayes.

"Some More Memoirs." Burgin.

"The Cruise of the Nona." Belloc.

"Bird Islands of Peru." Murphy.

"Charles Dickens and Other Victorians." Quiller-Couch.

Major Putnam

That veteran and famous international publisher, Major George Haven Putnam, Litt.D., who positively seems to know what is the secret of not growing old, has arrived in London, and his many British friends are delighted to find him in good health and as vigorous as ever.

Lewis & Co.

H. K. Lewis & Co., Ltd., the famous medical publishers and booksellers, of London, recently sustained the loss of their chairman, E. J. Sowerby, who actually held the office until quite recently. H. L. Jackson succeeded him as Chairman of the

Board, J. E. Simpson and R. H. Smith being the other directors. The surviving directors, as well as the senior members of the staff who hold responsible positions, having been associated with the business for periods ranging from fifteen to forty-five years, assures the continuance of the traditions of sound service which have marked the house since its foundation in 1844 by Henry King Lewis.

Stevenson's Novels

A novel point in copyright law was recently decided. The question, says *The Star*, arose on a motion by Lloyd Osbourne, step-son of the late Robert Louis Stevenson and owner of the copyright in his works, to restrain J. M. Dent and Sons, Ltd., publishers, from infringing his copyright by reproducing two or more of such works in single volume form. On the expiration of 30 years after the death of an author anybody is entitled, under the British Copyright Act, to reproduce the works published during his lifetime on payment of a royalty of 10 per cent on the published price. Stevenson died in December, 1894, so that the 30 years lapsed last December, and the only question was whether defendants could publish "Treasure Island" and "Kidnapped" in one volume, and so on thruout the list, on payment of one royalty.

The judge said that the Act did not in terms prohibit the publication of two or more works in one volume, and he was unable to accept plaintiff's contention that it did so by implication.

The motion was therefore refused, with costs.

"Pundit, Publicist, and Jurist"

A recent luncheon to John Buchan was a happy compliment to that many-sided editor, novelist, essayist, publisher, and publicist. After winning the Newdigate Prize at Oxford, Mr. Buchan wrote his first novel, "Sir Quixote," and then acted for two years as Lord Milner's secretary in South Africa. Long ago he was on the *Spectator* where he was described by C. L. Graves as

Seldom pausing, save to smoke a
Cigarette at half-past one,
When you quaffed a cup of Mocha
And devoured a penny bun.

Reward Books

BY an accident one important English firm of publishers of Reward books was omitted from Mr. Grubb's article on "Books as School Prizes" printed in a recent issue. Wells Gardner, Darton & Co. started business in 1785 at 55 Gracechurch Street, where William Darton and Joseph Harvey, Freeman of London (like all their descendants as publishers ever since), got together and began business. It will be remembered that Thackeray wrote in "Vanity Fair":

"Amelia ran on amazed and flurried with her riches to Darton's shop in St. Paul's Churchyard, and there purchased the "Parents' Assistant" and the "Sandford and Merton" Georgy longed for."

While Tom Hood, in a friendly epistle to Mrs. (Elizabeth) Fry in 1825, said:

"Of course you buy of Barton,
Beside the young fry's bookseller,
Friend Darton!"

The following was an interesting letter which Darton and Harvey wrote in 1803, to the father of Ann and Jane Taylor.

"RESPECTED FRIEND:

We have received some pieces of poetry from some branches of thy family for the 'Minor's Pocket Book,' and we beg that the enclosed trifles may be divided among such as are most likely to be pleased with them. My principal reason for writing now is to request that when any of their harps be tuned, they and their muse in good humour, if they could give me some specimens of easy poetry for young children, I would endeavour to make a suitable return in cash, or in books . . .

For self and partner, very respectfully,

DARTON & HARVEY."

This letter produced, among other poems, "My Mother" and "Twinkle, Twinkle, Little Star," which Darton & Harvey published in 1803 and 1806. One hundred years later the same House published a centenary edition, which E. V. Lucas edited.

G. H. G.

An Uncorrected Galley

LOST LAURELS

LANSING, Mich., May 6.—Because it was a reversion to "monarchical customs" and "such an office has no place in a republican form of government," Governor Groesbeck today vetoed the bill which would have permitted the governor to appoint a poet laureate for Michigan.

* * *

Governor, your philosophy is sound.
With your conclusions we can have no quarrel—
Henceforth let poets at odd times be crowned,
But not with laurel.

When Michigan's sweet singers pipe their lays
And put to shame their rivals of Wisconsin,
The best may, with propriety, win praise
From Magnus Johnson.

That would be democratic, and would cause
No scandal in our freedom-loving nation;
Poets should find in common folks' applause
True approbation.

For they are men of a long-honored trade,
Theirs are content and unassuming natures;
They do not crave the gaudy accolade
Of legislatures.

Let them remain unlaureled, if you think
The laureateship inimical to freedom,
But, governor, give the bards a drop to drink,
And please, sir, feed 'em!

—STODDARD KING in *Spokane Spokesman Review*.

Traveling Light

Porter.—"Where's yo' trunks, sah?"

Salesman.—"I use no trunks."

Porter.—"But I thought you wuz one of these traveling salesmen."

Salesman.—"I am, but I sell brains, understand? I sell brains."

Porter.—"Excuse me, Boss, but youse the furst travelin' falla that's been here who ain't carrying no samples."

Constructive Reviews Needed

"IN our opinion," says the *Almanac* of the Princeton University Press, "a man who has written a book and succeeded in getting it published is entitled to a constructive review of it. The very fact that his name appears on a published work proves that he has been able to accomplish a good deal, and if his work is worth reviewing at all it is worth reviewing decently. Too many book reviewers have the mistaken idea that a review is the place to air their prejudices, and attempt something clever, no matter how irrelevant. We believe very strongly, however, that more people are interested in books than in reviewers. This, it seems to us, is the root of the whole matter, and we should like to see unsigned book reviews, the criticism being that of the periodical in which the review appears, not that of some man who, about to get his name in print, cannot resist the perfectly human desire to show the world how smart he is."

We Worship Efficiency, But—

21,000,000 letters went to the Dead Letter Office last year.

803,000 parcels did likewise.

100,000 letters go into the mail yearly in perfectly blank envelopes.

\$55,000 in cash is removed annually from misdirected envelopes.

\$12,000 in postage stamps is found in similar fashion.

\$3,000,000 in checks, drafts and money orders never reach intended owners.

Uncle Sam collects \$92,000 a year in postage for the return of mail sent to the Dead Letter Office.

It costs Uncle Sam \$1,740,000 yearly to look up addresses on misdirected mail.

200,000,000 letters are given this service, and—

It costs in one city alone \$500 daily.

AND DO YOU KNOW?

THAT this vast sum could be saved and the Dead Letter Office abolished if each piece of mail carried a return address, and if each parcel were wrapped in stout paper and tied with strong cord?

MORAL: Every man knows his own address if not that of his correspondent.
PUT IT IN THE UPPER LEFT HAND CORNER!



MEEKINS, PACKARD AND WHEAT BOOKSHOP, SPRINGFIELD, MASS., OPERATED BY DOUBLEDAY, PAGE BOOKSHOP CO.

New Doubleday, Page Bookshop

ON Monday, April 13th, the newest of the rapidly growing chain of progressive bookshops operated by the Doubleday, Page Bookshop Co. opened in Springfield, Mass.

It is situated in the department store of Meekins, Packard & Wheat, Inc. at 357 Main Street. The space allotted to the store is fifty feet long on the street floor and is right next to a convenient side entrance on Hillman Street, which is a decided attraction to customers who wish to visit the shop without coming thru the rest of the department store.

The furnishings of the shop are quite appropriately in keeping with the rest of the store. They are of the Chippendale type and are finished in circassian walnut. In the center of the shop are two attractive cases for fine bindings and other rare volumes.

The opening of the shop came at a most opportune time, as Meekins, Packard & Wheat, Inc., just celebrated its Golden Jubilee, which afforded much helpful pub-

licity for the bookshop as well as for the store in general.

The shop is at the present time operated by Mr. and Mrs. Schneider, both of whom are well known in book-trade circles. Mrs. Schneider is a former resident of Springfield and has a large circle of friends in that city. She was a student at the Library Training Course there, and for several years was a member of the library staff.

German Book Exhibit

THE notable collection of German book productions of the past ten years, which was sent to this country by the German publishers and exhibited in Chicago at the time of the library conference on January 1st, will have another showing in New York in October. This has been decided by the group of German publishers who financed this effort, altho the place of display has not been fixed upon. Dr. E. Schuler, who organized this program, is now at work on a plan for a large American architectural exhibit to be held in Berlin during the coming summer.

Have You Tried This?

Practical Business Hints From Other Bookshops

One dollar paid for each contribution found suitable for this page. They should be briefly stated and practical.

The Island of Djerba

“**D**ESPATCHES to the press indicate that a lost city in the Gulf of Bougara and near the Island of Djerba is being explored by divers. This is the sort of news story that makes people want to have a good atlas. The two can be connected with each other in the bookstore window.

“Also, the island is mentioned in Homer as the Island of the Lotus Eaters.”

G. M.

Saturday Sales

THE Walden Book Shops of Chicago issued this year a calendar of Saturday sales. This little slip announced that on the second Saturday of each month, except in December, the shops would sell at reduced prices shopworn books from some one department of the store. The calendar announced that, on February 14th, biography would be marked down, March 14th fiction would be marked down, then travel, children's books, poetry, drama, light fiction, essays, belles lettres, economics and sociology, art books and general non-fiction.

Selling Dictionaries

WHEN a customer asks to see a dictionary an unthinking clerk may rush to bring out the \$1.00 special, show it, wrap it up and feel elated that the sale has been completed with such dispatch. An experienced bookman, will on the other hand, give the prospective customer a chair, and produce an unabridged. The customer is always impressed, sometimes the sale is made. If it is not, a picture of the large dictionary is retained in the mind of the customer, who will perhaps purchase it at some later time. The business of selling dictionaries has many variations

which all know. The same principle that is applied in selling an unabridged, can be applied in selling juveniles, poetry and general standard works. Show the best edition first, do not ask the customer at first what price he expects to pay.

Celebrating the Fifteenth

AN interesting suggestion to booksellers of a way to turn an anniversary to account is shown by the booklet which Stewart Kidd Company of Cincinnati has issued to celebrate the fifteenth anniversary of beginning its business.

It was in 1910 that John G. Kidd decided to leave the road where he had been traveling for Doubleday, Page and join forces with W. K. Stewart of Indianapolis to buy the famous old Robert Clarke Book Store, perhaps the best-known book name of the Ohio Valley. The business developed steadily, and now there are three stores, the handsome new front on 19 East Fourth Street having taken the place of the old shop opposite the Post Office. Besides this, there is the Terminal Bookshop in the Dixie Terminal Building, where people come and go from the Kentucky suburbs of the city, and also the book department in Pogue's, the fine department store of the city.

The pamphlet places special emphasis on the broad character of the book service of the store and stresses the fact that the shops are “for the entire public.” The children's department has always been a very strong feature. The Fourth Street store has a rare book department, and among its decorations is a notable collection of framed autographs and portraits. The store keeps a guest book, in which are signed the names of dozens of well-known people who have visited the shop. Window decoration has always been a special feature of its business building, and many of the displays are reproduced in the pamphlet. Since selling out the publishing business, Mr. Kidd has been able to devote his entire time to retailing.

Charting the American Market

SECRETARY HOOVER made an important move when he called a group together in Washington and reminded them that, while the country had made a careful and thoro study of its productive capacity, no thoro statistics were available in the field of marketing and selling and that statistics in this field were "a counterpoise to psychology in business." Manufacturers and advertising mediums were quick to see the wisdom of this comment and have been endeavoring to gather further statistics on which to base their programs. An extremely interesting effort in this direction has just been completed by J. W. Hayes of the Research Department of the Crowell Publishing Company, at the expense of \$50,000, and an elaborate study of national markets as related to national advertising has been issued. In a book of some 250 pages the publishers of the great chain of magazines give the story of a careful study of the markets of the country and their value, and of the characteristics of the campaigns that have been carried on by national advertisers in national mediums to reach these markets.

In order to study the country as a market, it has been taken up by county, that being a trading area which can be more accurately studied than state or city. Every county has been tested for three things: its purchasing power, its standard of living and its accessibility for trading. These different factors are then lumped into a common index figure and the counties rated into "Best County," "Good County," "Fair County" and "Poor County."

The resultant map is printed in four colors, both for the country as a whole and separate states in detail. This map indicates to those who interpret it from the publishing point of view how largely trade in books follows the common trend of income and high standards of living.

The broad belt of "Best Counties" on this map runs quite solidly from New England thru Iowa; almost solidly from San Francisco to the south of California; around Puget Sound, showing up well in Central Kansas, Central Oklahoma, Central Texas.

In the old southern states, the "best" territory is in North and South Carolina, and the purple patches cover the large cities in Colorado, Utah, West Virginia, Nebraska, etc.

What the book publisher should think over in studying such a map is how he can find increased distribution in what are called the "Good Counties," next in rank to the purple patches. These red areas cover half of Indiana, Northern Missouri, half of Kansas, Nebraska, Oklahoma, good sized areas in North Carolina, South Carolina, Northern Alabama, Tennessee, Texas, Colorado and Oregon. It would be stimulating to the imagination of any sales manager to check such a survey by his own experience and to study by what means of individual or cooperative effort book distribution could be increased in these directions.

In another section of the Crowell survey are statistics of interest for a different reason under the heading of "National Advertising Expenditures." The campaigns of hundreds of different advertising concerns in 31 different magazines and over a period of seven years have been studied. These magazines include 25 monthlies and 6 weeklies, and are such mediums as are ordinarily considered the most important national mediums.

In this study there are statistics of 34 book advertising accounts, which, in the year of 1924, spent in total \$567,000. Of this amount \$51,000 was in a group of women's magazines, \$352,000 in the monthlies, \$164,000 in the weeklies. The columns show that the use of space in monthly magazines is principally by direct selling campaigns, the larger ones being those of Nelson Doubleday, who is credited with \$102,000 worth of expenditure in 34 magazines in 1924, \$195,000 the year before and \$150,000 in 1922, the crest figure presumably including the "Etiquette" campaign. Other large figures for 1924 are "The Encyclopaedia Britannica," \$75,000; P. F. Collier with his "Five Foot Bookshelf," \$55,000; Robert K. Haas, Inc., for the Little Leather Library, \$34,000; G. &

C. Merriam with their dictionaries, \$31,000; Haldeman-Julius Company, \$15,000.

If a thoro study should be made of the real promotion campaigns of book publishers, the study would have to include the special book mediums which, of course, are not in this list, except such magazines as *The Quality Group*. While this elaborate survey has only certain aspects of importance to bookselling, the fact that such detailed study is being given to the problem of the market indicates that advertising is going to be based, in the future, on even more accurate statistics than in the past.

A Study of Title-Pages from the Fifty Books of 1925

THE brochure that has been issued this year in connection with the exhibit of the Fifty Books of 1925 selected for their quality of book-making by the American Institute of Graphic Arts will be particularly valuable to students of printing because of the illustrative matter contained. Each one of the title-pages of the fifty books has been photographed and printed in miniature, so that the best current technique in title-page design is here available for careful study. Besides this, each book is carefully described as to size, paper selected for use, the type used and the methods of its setting, and numerous details that will be continuously valuable for those who are interested in good book-making or who want to collect material on the history of good book-making in this country. Copies of the catalog can be had from the American Institute of Graphic Arts at 65 East 56th Street.

The printing of so admirable a brochure has been made possible by the assistance of the Mergenthaler Linotype Company, which has set the text in *Benedictine Book*, of the Powers Reproduction Corporation, which has made the line engravings of the title-pages, Douglas C. McMurtrie, Inc., who did the presswork and binding, and of the Reading Paper Mills, Reading, Pa., for the paper used. The arrangement of the catalog was done by David Silve and William C. McGee.

Local Book Reviewing

IT has often been asked whether the bookseller had any special responsibility for the character of the book news in the local press, particularly so in cities where there would not naturally be a special supplement on book information. If the newspaper in a city of 100,000 looks on any mention of books as a thing only made possible by a liberal amount of book advertising, there will probably never be much book news in the paper, as publishers find it difficult to extend their display space to every corner of the country and keep within a reasonable margin; but books usually prove to be news of real interest in the paper, and editors are usually bookish persons.

Why can't the bookseller be the one to suggest in a friendly way that good material about books can be had if the machinery is got under way? Such a suggestion was made a while ago by B. W. Huebsch in the *American News Trade Journal*. "Literary news," he said, "can be had for the asking. Every publisher sends advance news and gossip to the papers, and from such sheets the newspaper man can fill a column with what would seem to the reader to be fresh material.

"The bookseller could help arrange to have books reviewed and let the editor draft into service prominent citizens to do signed articles. Such a scheme would build circulation, especially if the book and the reviewer were announced in advance. The reviewer would be proud of his new rôle. In enlisting the interest of the editor, the bookseller should emphasize the fact that books are no longer luxuries for the few but necessities of the many. The public library is the best evidence of that. He should make the editor realize the educational potentialities of participation in the world of books and impress upon him the fact that it will inspire new respect for journalism and give the editor a new lease on his own self-respect!"

Esther Gould made an interesting speech to the recent Booksellers' Convention on local book reviewing. She decided that to review books for the local suburban papers was the most valuable thing that she could do in the way of publicity for her shop.

15th Century Books Cataloged

International Canvass Completed

ABOUT two hundred years after Gutenberg's death, book collectors began to realize that the works printed in the fifteenth century formed in themselves a special division for study. Since then many eminent librarians as well as many collectors have directed close attention to incunabula, but as comparatively few examples have survived of the 38,000 separate items which are known to have been issued, and they are scattered in various libraries, the results of the investigations have been, until recent years, limited and incomplete.

In the first quarter of the nineteenth century Hain published the first real attempt at a bibliography of the incunabula in his "Repertorium Bibliographicum." But this work was never completed, and so many works supplementary to it have been published that at the present time one is compelled to consult quite a small library of bibliographical works and monographs.

Since the fourth volume of Hain's "Repertorium" was published in 1838 (the whole work contained descriptions of 16,299 different editions of books printed in the fifteenth century) enormous strides have been made, not only in registering additions to the Repertorium (the grand total of works is now nearly 38,000), but in describing them in a strictly scientific manner. By means of Proctor's and Haebler's type-systems many works from anonymous presses have been definitely assigned to printers and others dated approximately.

The revived interest in incunabula, which became so marked in the last decade of the nineteenth century, caused an urgent demand for a complete Bibliography of Incunabula, edited in accordance with the latest methods of bibliographical science. Recognizing this demand, the Prussian Board of Education appointed in November, 1904, a Commission for the preparation of a Complete Catalogue of Incunabula, under the presidency of that learned bibliographer, Dr. Conrad Haeb-

bler. With the assistance of scholars in North and South Germany, a complete list of all the items existing in the German Empire was accomplished by the end of 1911, and the Commission then proceeded to investigate, with the assistance of local bibliographical societies and scholars, the contents of the libraries in other parts of Europe and in America. It is hoped that this help, so ungrudgingly given, will enable the present editor, Professor Erich von Rath, to produce a work of ideal completeness.

The descriptions of the various works include an examination of the initial letters, ornamental borders, woodcuts and printers' marks. Historical notes regarding the authors and commentators, the writers of complimentary verses to authors, etc., etc., will be given so far as possible. The present location of every copy of all works of which only ten copies are known to survive, is given; while of other items which are less rare the locations of a few representative copies are specified.

In March, 1920, it was computed that 37,639 descriptions of separate works had been collected and arranged under the names of authors in alphabetical order. It is estimated that this vast material will form ten printed volumes, one of which will be issued annually.

Two concluding volumes (Vols. XI and XII) will consist of a series of most important special indexes, viz: Index of Titles; Index of Printers, arranged under towns; Index of Publishers; Subject Index; Index of Initia; Second Index of Initia, giving the opening line of signature *b* in each work; Tables comparing the numeration with those of Hain, Proctor, and other bibliographers; Index of Owners.

The first volume will be published by Bernard Quaritch in the Spring of 1925, and will contain 3645 titles on about 400 pages, 4to. (12 ins. by 9½ ins.), double columns, on paper free from wood pulp. The subscription price of each volume, bound in buckram, is £2 : 10 : 0 which will be raised on the publication of each volume to £3 : 7 : 6 per volume.

Communications

A Good Joke Goes Stale

Roslyn Heights, N. Y.

Editor, *Publishers' Weekly*:

As the *Publishers' Weekly* still remains the only magazine of which I never miss an issue (except now, of course, the *Saturday Review of Literature*), it grieves me to see you reprinting so ancient a kernel as the story about the book clerk who was asked for a volume about monks which proved to be "Tarzan of the Apes." My dear sir that was already an old one when I put it in "The Haunted Bookshop" (see page 47 of the H. B. S.) The moral, if any, is that the editorial staff of the *Weekly* ought to read my books just as prayerfully as I do your delightful magazine.

I should like to have joined you at the convention, but was up at Bowdoin College for the week.

CHRISTOPHER MORLEY.

The Clearance House

THE PETTIBONE-MCLEAN CO.

Dayton, Ohio

May 22, 1925.

Editor, *Publishers' Weekly*:

I want to express the appreciation of the Pettibone-McLean Company of the good work that is being done jointly by the National Association of Book Publishers and the American Booksellers' Association. It seems to me that the Chicago Convention brought forth more real interesting food for thought than has been brought to our attention for some time.

I am quite sure that a Clearance House for the members of the Association will be a valuable asset, and when it is properly brought before a good many of the booksellers who are not now members of the American Booksellers' Association, I feel that they will join at once. We will be glad to join in this movement, and will guaranty at least two cases a week.

The proposition of sending books by telegraph is, in our opinion, the first definite step towards a general advertisement for the reading of books. It seemed to me that a majority of the delegates at the Convention overlooked this fact. It is our belief that the real result of this move-

ment will be not so much the profit that is obtained by the books that are sent by telegraph, but rather the stimulus for reading that the whole movement will give the people of the United States. I understand that the telegraph companies have agreed to enclose circulars for a reasonable length of time in every telegram that is sent.

We want to put on record our willingness to co-operate at all times.

THE PETTIBONE-MCLEAN COMPANY,
Chas. M. McLean.

Business Notes

ALBANY, N. Y.—John Skinner's Book Store, after thirty-five years at 44 North Pearl St., has removed to 15 Steuben St., where it has a basement, main store and mezzanine, all well lighted.

BOSTON 30, MASS.—Mrs. Ada J. Danforth has opened the Woodbourne Bookshop and Lending Library at 38 Southborne Road.

CAMBRIDGE, MASS.—The business established by W. L. Tutin at 1158 Massachusetts Ave. has been purchased by George W. Emerson and Sydney William Dutton, and will be carried on under the name of the Cambridge Book Store.

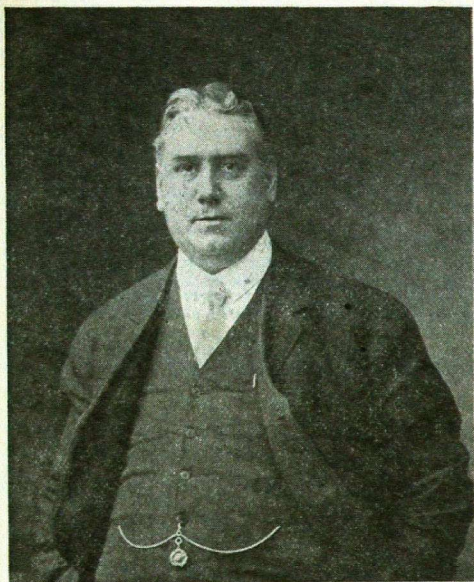
CHARLOTTE, N. C.—J. T. Norsworthy has had business failure here as in other places. The last address of Mr. Norsworthy is reported to be Gastonia, N. C.

DES MOINES, IOWA.—Ben H. Riker, owner of Riker's Book Store, has filed a voluntary petition in bankruptcy, listing his liabilities at \$17,230.

LOS ANGELES, CAL.—On May 1st, Rogers' Book Shop of 622 West Sixth Street, Los Angeles, purchased the entire stock of the "East and West Book Shop" of Santa Barbara. Mr. Connoughton of the East and West Book Shop is retiring from the book business. The stock, consisting mostly of old, rare, and art books, has been moved to Los Angeles, and is now on sale at Rogers' Book Shop.

OCALA, FLA.—A new shop has just opened here called "The Specialty Shop." It will carry books.

Obituary Notes



LOUIE WILLIAM ADAMS

LOUIE WILLIAM ADAMS, more than forty years identified with Lothrop, died at Roslindale, Boston, May 16th.

He was born in 1865, and began with D. Lothrop & Co. in 1881. In 1885 he became buyer for the book department of B. F. Larrabee & Co., Boston, but when this firm went out of business two years later he returned to Lothrop's as a traveling salesman. In 1904 when Lee & Shepard purchased the business and incorporated the two houses as Lothrop, Lee & Shepard Co., Mr. Adams remained, taking the western part of the country. For seventeen years he covered all the larger cities from Chicago westward, and with his additional New England work and his previous experience he literally became known from Portland, Maine to Portland, Oregon.

Upon the death of John E. Lander in 1922 Mr. Adams took the eastern cities. This gave him more time in the office, where he was valuable in planning advertising and in other ways. The fact that he could be more at home was fortunate, as an organic disease had for several years been reducing him until he seemed but a shadow of his former robust self.

Mr. Adams is survived by a widow and

a daughter, Mrs. H. L. Gile. His only son, Irving W. Adams, was the first Boston boy to be killed in action in the World War, and this sad blow, tho patriotically and manfully borne, was undoubtedly a contributing cause of broken health.

Mr. Adams was an honest, home-loving man who never lost the old-fashioned virtues of thrift and uprightness. His devotion to his duties continued to the last, as he was at his desk, in which a half-read book manuscript was found, only the fourth day before his death. To his country, his family, his employers, and his friends, he gave all that he had.

Changes in Price

THOMAS SELTZER, INC.

E. E. Cummings' Tulips and Chimneys, \$2.50.
George Douglas' The House With the Green Shutters, \$2.50.

D. APPLETON & COMPANY

Krabbe, Modern Idea of the State from \$4.00 to \$5.00.
Sidis, Psychology of Suggestion from \$2.50 to \$3.00.
Coulter, Plant Breeding from \$2.50 to \$3.00.
Moon, Book of Forestry from \$3.00 to \$3.50.
Adler, Ethical Philosophy of Life from \$3.25 to \$3.50.

Personal Note

MRS. WALTER BROWNELL TUFTS has been obliged for reasons of health, to resign the editorship of "American Book-Prices Current." Mrs. Tufts will be succeeded by Mary Houston Warren, formerly of the Metropolitan Museum.

Periodical Notes

With the May issue, the *Printing Art* changes its name to *Printed Salesmanship incorporated with the Printing Art*.

THE *American Mercury* which was started January 1, 1924, with a subscription list of some 3000, announced that with the April issue there are some 15,000 subscribers, and that the magazine has a newsstand sale of almost 40,000.

Handy Book Corporation Transfer

THE DAVID McKAY COMPANY, Philadelphia, has purchased the translation plates, stock and goodwill of the Handy Book Corporation of Harrisburg.

The Handy line of classic translations is the largest of its kind published in America, comprising about 125 volumes of literal, interlinear and parsed design.

The transfer takes effect June 1st.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date [or best available date, preferably copyright date, in bracket] is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Adams, Joseph Quincy

A life of William Shakespeare; library ed. 575p. il. diagrs. O '25 c.'23 Bost., Houghton \$4.50

Allen, Carleton Kemp

Oh, Mr. Leacock! 83p. D c. N. Y., Dodd, Mead \$1

A burlesque criticism of the Canadian humorist, done in Mr. Leacock's own fashion.

Appleton, Victor, pseud.

Tom Swift and his chest of secrets, or Tracing the stolen inventions. 216p. front. D (Tom Swift ser.) [c.'25] N. Y., Grosset 50 c.
An exciting tale for boy readers.

Bacon, Benjamin Wisner

The gospel of Mark: its composition and date. 349p. (bibl. footnotes) O c. New Haven, Conn., Yale \$5

Barnard, James Lynn, and Evans, Jessie C.

Citizenship in Philadelphia; 2nd rev. ed. 372p. il. diagrs. D [c.'18-'25] Phil., Winston \$1.20

Barton, William Eleazar

Fun and philosophy of Safed the Sage; 5th ser. 199p. D [c.'25] Bost., Pilgrim Press bds. \$1.25
Modern parables of practical philosophy.

Bayer, Henry G.

The Belgians, first settlers in New York and in the Middle States; with a review of the events which led to their immigration. 391p. (bibl. footnotes) il. O c. N. Y., Devin-Adair \$3.15

A claim based on Dutch and British official reports and on statements by authoritative Dutch and American historians and geographers. The author is a lecturer at New York University.

Bennett, Jesse Lee, comp.

The essential American tradition. 348p. O [c.'25] N. Y., Doran \$3
An anthology of striking and significant passages from our national documents, state papers, and the

writings and speeches of American statesmen and leaders from 1619 to 1924.

Betts, George Herbert, and Hawthorne, Marion O.

Method in teaching religion. 488p. (bibls.) D (Abingdon relig. educ. texts) [c.'25] N. Y., Abingdon \$2.50

Bisch, Louis Edward

Clinical psychology. 360p. (10p. bibl.) il. diagrs. O '25 Balt., Williams & Wilkins \$3

Blanding, Don

Paradise loot. 57p. il. S [c.'25] Honolulu, T. H. Patten Co. pap. \$1
A book of Hawaiian verse.

Blasco Ibáñez, Vicente

The old woman of the movies, and other stories. 407p. D [c.'25] N. Y., Dutton \$2.50
Fifteen short stories all of which have appeared at some time or other in American newspapers and magazines

Boas, Ralph Philip, and Smith, Edwin

An introduction to the study of literature. 466p. il. D '25 N. Y., Harcourt \$1.60

Boccaccio, Giovanni

Decameron. 400p. S '25 N. Y., A. & C. Boni \$2

Book (A) of American humor in prose and verse; being a selection of witty and amusing tales, sketches and rhymes by well-known American writers. 251p. il. D '25 c.'07 N. Y., Duffield \$2.50
A one-volume reprint of a work formerly published in two volumes.

Bordeaux, Jeanne

Eleanora Duse: the story of her life. 308p. il. O '25 N. Y., Doran \$6

A biography of the great Italian actress, who died in Pittsburgh in 1924, written by one of her most intimate friends.

Brown, Arthur Judson

The expectation of Siam. 204p. il. D [c.'25] N. Y., Brierley Press, 409 Pearl St. 75 c.; pap. 50 c.

Andrus, Ruth

A tentative inventory of the habits of children from two to four years of age. 54p. diagrs. O (T. C. contributions to educ., no. 160) '24 N. Y., Teachers College, Columbia Univ. apply

Boise, Idaho, yesterday and today. 23p. il. maps O '25 Omaha, Neb., Union Pacific System apply

Books and pamphlets on library work. 29p. T '25 Chic., Amer. Lib. Assn. apply

Bumgardner, Eugenia S.

Undaunted exiles. 230p. il. O c. Staunton, Va., McClure Co. \$4.50

The story of the Russian refugees in Constantinople in 1921, told by a Red Cross worker.

[Burton, Robert]

Burton the anatomist; ed. by G. C. F. Mead and Rupert C. Clift; preface by W. H. Rouse. 286p. S [n. d.] N. Y., Doran bds. \$2.50
"Being extracts from the 'Anatomy of Melancholy' chosen to interest the psychologist in every man."

Cecil, Russell La Fayette, M.D.

Colds; cause, treatment and prevention. 119p. diagrs. D c. N. Y., Appleton \$1
Acquainting the layman with facts about the common cold.

Chesterfield, Philip Dormer Stanhope, 4th earl of

Lord Chesterfield's letters to his son on the fine art of becoming a man of the world and a gentleman; Beau Brummel ed.; 2 v. various p. O '25 N. Y., Dingwall-Rock, Ltd., 45 W. 45th St. \$10 set; lea. \$30; \$50 set

Cobb, Irvin Shrewsbury

"Here comes the bride—" and so forth. 340p. D [c. '25] N. Y., Doran \$2
An American humorist's ideas on weddings, ancestors, travel, holidays, and other expressions of our national life.

Corson, Oscar Taylor

Our public schools: their teachers, pupils and patrons. 302p. D (Amer. educ. ser.) [c. '18, '25] N. Y., Amer. Bk. Co. \$1.28
Published originally in 1918 by the author.

Darlington, Bp. James Henry

Verses by the way; second series. 148p. front. D [c. '25] N. Y., Brentano's bds. \$1.50
Poems by the Bishop of Harrisburg, with forewords by his friends, Henry Van Dyke and Edwin Markham.

Dataller, Roger

From a pitman's note book. 271p. D '25 N. Y., Dial Press bds. \$2.50
The diary of a human mole, the son of generations of miners.

De Quincey, Thomas

Selections from De Quincey, including Joan of Arc, The English mail coach, Levana and Our ladies of sorrow and Savannah la mar;

ed. for school use by William Vaughn Moody; rev. ed. 1909. S (Lake English classics) [c. '25] Chic., Scott, Foresman 44 c.

Dickinson, Thomas Herbert, and Crawford, Jack R., eds.

Contemporary plays; sixteen plays from the recent drama of England and America. 656p. (2p. bibl.) O [c. '25] Bost., Houghton \$3.50
A chronological sequence of typical plays from 1900 thru 1923.

Egan, Joseph Burke

Citizenship in Boston. 452p. (3p. bibl.) il. maps. diagrs. D [c. '25] Phil., Winston \$1.20
A book for classes in civics.

English evidence; teacher-testimony from the summer session, University of California, 1924; introd. by Charles Henshaw Ward. 284p. D [c. '25] Chic., Scott, Foresman \$1

Fairbank, Janet Ayer [Mrs. Kellogg Fairbank]

The Smiths. 433p. D [c. '25] Indianapolis, Bobbs-Merrill \$2

The growth of the great city of Chicago mirrored in the story of Peter and Ann Smith, who were married in the sixties, and who lived to see the third generation in the mid-western metropolis of today.

Fletcher, Frances

The banquet, and other poems. 44p. D (Contemporary poets, 18) c. Phil., Dorrance bds. \$2 bxd.

Foster, Robert Frederick

Foster's modern bridge tactics. 284p. il. D c. N. Y., Dodd, Mead \$2
A complete explanation of the latest theories of bidding and play at auction bridge, including four-card suit bids, suit distribution, winning leads and plays.

Freda, W. Harry

The biggest business of life, and other addresses; foreword by George W. Coleman. 140p. D [c. '25] N. Y., Revell \$1.25
The author is minister of the Baptist Church of the Master, Cleveland.

Friedenwald, Julius, M.D.

Diet in health and disease; 6th ed. rev. 987p. O '25 Phil., Saunders \$8

Friend, Oscar J.

The round up. various p. D (Copyright fiction) N. Y., Burt 75 c.

Brant, Ethel Cushing

Standard etiquette for all occasions. 120p. S [c. '25] N. Y., J. H. Sears & Co. 10 c.

Buell, Raymond Leslie

The international opium conferences, with relevant documents. various p. (bibl. footnotes) D (World peace found. pamphlets, v. 8, nos. 2 & 3) '25 Bost., World Peace Foundation pap. 10 c.

California. Industrial Accident Commission

Elevator safety orders. 86p. T '24 Sacramento, Cal. St. Pr. Off. apply

California. Laws, statutes, etc.

Insurance laws of the state of California. 383p. O '24 Sacramento, Cal. St. Pr. Off. apply

Revenue laws of the state of California in force on Jan. 1, 1924. 531p. diagrs. (col.) O '24 Sacramento, Cal. St. Pr. Off. apply

Clemen, Rudolf Alexander

Is the grain trade changing? a study of trends in the American grain trade. 24p. diagrs. O '24 Chic., Ill. Merchants Trust Co. apply

Cosenza, Mario Emilio

The study of Italian in the U. S., foreword by John H. Finley. 34p. O '24 N. Y., Italy America Soc., 26 W. 44th St. apply

Friend, John

Along the trail to Santa Fé, and other poems. 103p. O '24 N. Y., F. H. Hitchcock apply

Goodman, Nathan Gerson

Diplomatic relations between England and Spain, with special reference to English opinion, 1597-1603. 74p. (6p. bibl.) O '25 Phil., Westbrook Pub. Co. pap. apply

Grant, Mary A.

The ancient rhetorical theories of the laughable; the Greek rhetoricians and Cicero. 166p. (2p. bibl.) O (Univ. of Wis. studies in lang. & lit., no. 21) '24 c. Madison, Univ. of Wis. pap. \$2

Gunion, Philip Cyrus

What the Dawes plan means to business men; its purpose, significance and effect on world peace. 8p. Q '25 Newark, N. J., Hyatt Roller Bearing Co. apply

Getman, Sallie Gregory

The watcher, the pathway, and other poems. no p. S [c. '24] Frankfort, N. Y., Hardell Pr. Co. fab. \$2

Gillie, R. C., and Reid, James

The Bible for youth. 1015p. maps S '24 N. Y., Nelson \$2

Gordon, James L., D.D.

The weight of a word; addresses on some of life's great issues. 191p. D [c. '25] N. Y., Revell \$1.50

Gregory, J. W.

The menace of colour. 264p. (12p. bibl.) il. maps O '25 Phil., Lippincott \$4.50
A study of the difficulties arising from the association of white and colored races, with special reference to white colonization in the tropics.

Halleck, Reuben Post, and Frantz, Juliette

Our nation's heritage; what the old world contributed to the new. 436p. il. (col. front.) maps D (Halleck's Amer. hist. ser.) [c. '25] N. Y., Amer. Bk. Co. \$1.12

Hammond's unabridged atlas and gazetteer of the world.

443p. maps (col.) F [c. '24] N. Y., C. S. Hammond fab. \$12
With statistical gazetteers and indexes containing the latest available population figures and other geographical data.

Hendryx, James Beardsley

North. various p. D (Copyright fiction) '25 N. Y., Burt 75 c.

Hermance, Edgar L.

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Hooper, Luther

Weaving with small appliances; bk. III, The table loom; il. by the author. 71p. il. (pt. col.) O '25 N. Y., Pitman bds. \$2.25

Howard, John Raymond

Remembrance of things past; a familiar chronicle of kinsfolk and friends worth while. 416p. front. (por.) O [c. '25] N. Y., Crowell \$3.25

An autobiography of a publisher and editor whose activities during a long life have brought him into touch with many interesting people, such as Henry Ward Beecher, Harriet Beecher Stowe, General Fremont, the Brownings, Charlotte Cushman, and a host of others.

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A study of East, Central and South Africa by the second African Education Commission under the auspices of the Phelps-Stokes Fund, in cooperation with the International Education Board.

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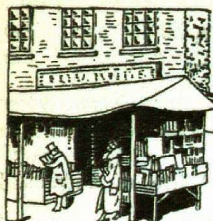
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- Paradise loot. Blanding, D. \$1
Patten Co.
- Peasants (The); summer. Reymont, W. S. \$2.50
Knopf
- Phillipson (William M.), The life and voyages of. Phillipson, W. M. \$2
Chas. P. Jones
- Poates' highway and regional guide of the United States. \$7
L. L. Poates Pub. Co.
- Port development. MacElwee, R. S. \$5
McGraw-Hill
- Power. Stringer, A. \$2
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- Practical art. \$5
Signs of the Times Pub. Co.
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- Remembrance of things past. Howard, J. R. \$3.25
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- Rigid airship, The. Lewitt, E. H. \$8.50
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- Rose of Santa Fe. Sabin, E. L. 75c. *Burt*
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- Selection and training of salesmen, The. Kenagy, H. G. \$3.50
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- Shakespeare (William), A life of. Adams, J. Q. \$4.50
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- Spiritual pilgrimage of Jesus, The. Robertson, J. A. \$2
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- Studies in the first folio. Spielmann, H. \$6
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- West Virginia verse of today. Turner, E. M. \$1; 75c.
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- Without excuse. Navel, S. A. \$1.50
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- Year of delight, The. Widdemer, M. 75c.
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Old and Rare Books



Edited by Frederick M. Hopkins

ATENNYSON Memorial Room, filled with books, pictures and manuscripts of the poet and of material relating to him, together with all possible relics, including things constantly used by him during his lifetime, is being planned for the new art museum soon to be built in Lincoln, England.

AN exhibition of Irish pictures and books by the later Irish writers is being held at the Hudson Park branch of the New York Public Library, 66 Leroy Street. Not only are the books included but there is a collection of prints from the Cuala Press. The collection is loaned by Mary Sutcliffe, of the library school.

THE death of Mrs. John King Van Rensselaer removes a woman who for more than a half century was a student of antiquarian New York. Her mind was alive with the Dutch history of the city and it was hardly an exaggeration to say that the New York of 1924 was less real to her than the Nieuw Amsterdam which her imagination had conjured up in many years of reading and study of old manuscripts, chronicles and histories.

THE Robert Louis Stevenson Club of Edinburgh, Scotland, is asking for contributions to its memorial fund for the purpose of completing the purchase of Stevenson's birthplace, the house at Howard Place Edinburgh, which will be opened by the club as a Stevenson memorial house in which his manuscripts and relics will be worthily kept and exhibited for all time. Contributions should be sent to the Honorary Treasurer, Sir Thomas Hutchinson, Bart., at the Commercial Bank of Scotland, Ltd., Edinburgh, Scotland.

THE Essex Institute, Salem, Mass., announces the publication of "Maritime Connecticut During the American Revolution, 1775—1783," by Louis F. Middlebrook. This is a two volume collection of naval data containing the records and exploits of over 300 state and privateer vessels of Connecticut, officially commissioned by Governor Trumbull and employed against Great Britain during the struggle for Independence. The author has found his material in old Connecticut maritime and admiralty court records and other sources. His work contains fifty rare illustrations.

THE library of the University of Chicago has obtained a photostatic copy of one of the most famous manuscripts of Chaucer's "Canterbury Tales," the Holkham manuscript, owned by the Earl of Leicester. Arrangements have been completed for photostatic copies of sixty-five other manuscripts, and it is expected that similar copies of six more will be secured. With the completion of this collection the university will have exact copies of all the manuscripts of the "Canterbury Tales" known to be in existence.

DOUGLAS C. McMURTRIE of this city has issued a facsimile of Plantin's "Index Characterum" of 1567, to which he has written an introduction. The edition is limited to 300 copies, privately printed. The original was a quarto booklet of sixteen leaves, in two issues, one containing forty-one and the other forty-two types, only a single copy of each being known, happily preserved in the Plantin-Moretus Museum at Antwerp. This "Index" being one of the earliest printer's specimens ever published is an excellent

representation of the work of the leading punch cutters of the sixteenth century, as Mr. McMurtrie says, and his illuminating introduction makes it of particular value to all who are interested in type design and the improvement of the typographical art.

THE historical library of the late Edwin O. Wood of Flint, Michigan, consisting of standard books on early exploration, travel and adventure, the North American Indians, local history, maps, with especial reference to the Northwest, sold in a single session at the Anderson Galleries May 12, including 337 lots brought \$3,598.75. Prices were very good for this kind of material. A few of the more important lots and the prices realized were the following: Agassiz's "Lake Superior: Its Physical Character," 8vo, Boston, 1850, brought \$52.50; Carey's "General Atlas," folio, Philadelphia, 1814, \$40; *The Genesee Whig*, later *The Wolverine Citizen*, 17 vols., folio, 1850-93, fine run but not consecutive, \$205; "Jesuit Relations and Allied Documents," edited by Reuben Gold Thwaites, 73 vols., 8vo, Cleveland, 1896-1901, \$185; and Wells's "A New Set of Maps both of Ancient and Present Geography," folio, London, 1722, containing seven maps relating in whole or part to America, \$80.

SELECTIONS from the typographical and general library of David Williams of this city were sold at the American Art Galleries on May 8. Among the more valuable lots were the following: "The Odes and Epodes of Horace," 10 vols., 4to, Boston, 1901-1904, published by the Bibliophile Society, \$105; "The Etched Work of Whistler," edited by Edward G. Kennedy, one volume of text and three portfolios, New York, 1910, published by the Grolier Club, \$400; "Hore Beate Marie Virginias Secundum Usum Romanum," printed on 140 leaves, small 8vo, Paris, 1508, containing many woodcuts hand colored, \$135; Stokes's "Iconography of Manhattan Island," 4 vols., imperial 4to, New York, 1915-1922, \$360; Claudin's "Histoire de l'Imprimerie en France au XVe et au XVIe Siècle," 3 vols., atlas folio, Paris, 1900-04, \$105; Retza's "Comestorium

vitiorum," royal folio, Nuremberg, 1470, editio princeps of the first book printed at Nuremberg with a date, \$290.

THE libraries of the late Mrs. Robert Stewart, that of a New York gentleman, and the remaining portion of the library of Rev. Paul F. McAlenney were sold in three sessions on May 7 and 8 at the American Art Galleries. A few representative lots show the prevailing prices: Burns's "Poems," 8vo, levant, Kilmarnock, 1786, rare first edition with title-page in facsimile and many repairs, \$475; Mark Twain's "Writings," 25 vols., 8vo, morocco, Hartford, 1899-1907, autograph edition, \$200; Combe's "Dance of Death," and "Dance of Life," with illustrations in color by Rowlandson, 3 vols., 8vo, levant by Sangorski & Sutcliffe, London, 1815-17, first editions, \$182.50; Irving's "Complete Works," 40 vols., 12mo, morocco, New York, 1895-97, author's autograph edition, \$240; Meredith's "Works," 36 vols., 8vo, cloth, Westminster, 1896-1911, the Constable edition, \$165; Stevenson's "Works," 26 vols., 8vo, cloth, New York, 1921-23, Vailima edition, \$175; and Thackeray's "Vanity Fair," 20 original parts in 19, yellow pictorial wrappers, London, 1847-48, first edition, \$225.

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Aladdin Bk. & Brass Shop, 205 Trumbull St., Hartford, Conn.

Review Copies Latest Fiction.

Albany Public Library, Albany, N. Y.

Comfort, Down Among Men, Doran.

Aldine Book Shop, 1803 Sansom St., Philadelphia

Works of Jas. Shirley, ed. by Dyce, 5 vols.

O. Henry, 1st eds.

Treasure Island, 1st ed.

Child's Garden Verse, 1st ed.

Aldine Circulating Library, 2019 Broadway, N. Y.

Quarry or The Quarry, Dixon? L. B. & Co.?

Amer. Bapt. Pub. Soc., 16 Ashburton Pl., Boston

Tests for Colour Blindness, Ishihara.

Amer. Bapt. Pub. Soc., 1107 McGee, Kansas City, Mo.

Job, Proverbs, Song of Songs, Ecclesiastes, and

Jeremiah, J. F. Marshall.

Memoir of Rev. Dr. Judson, Francis Wayland, v. 1.

Delitsch on the Psalms.

Christopher Stark's Translation of the New Testament.

Darby's Translation of the New Testament.

History of Christian Doctrine, W. G. T. Shedd, complete set.

American Library Service, 500 5th Ave., New York

Bailey, Lost Language of Symbolism.

Crawford, Thinking Black.

Holder & Jordan, Fish Stories.

Dimock, Book of the Tarpon.

Letters from G. G. (Holt, 1909).

Loti, Marriage of Loti.

Nicolas & Hay, Life of Lincoln, 10 vols.

Ries, Clays, Their Occurrence, Property and Use.

Wheeler, Reminiscences of North Carolina.

Tyler, Hist. Amer. Lit., 2 vols., 1897, Putnam.

Amer. News Co., 131 Varick St., New York

Hutton, Lawrence, Curiosities of the American

Stage, Harper, 1891.

Historic New York, 2 vols. in 1, Putnam, N. Y.,

1898.

W. H. Andre, 607 Kittredge Bldg., Denver, Col.

Simpson's Trip to the Navajo Country.

First Sessions, Thirty-fourth Congress, Document 64.

The Navajo and His Traditions, Washington Matthews, pub. Doubleday, Page, in American Folk

Lore Series.

D. Appleton & Co., 35 W. 32nd St., New York

Square Peggy; The Madness of Philip, Josephine

Daskam Bacon.

Arkansas Bk. Exc., 105 Main St., Little Rock, Ark.

R. H. Crozier, Araphel, Deep Water.

French, B. F., Historical Collection of La., 2nd, 3rd,

4th books.

Government ed., Religious Bodies 1906, vol. 2 only.

Twain, Mark, Life on Miss.; Tom Sawyer; Huckle-

berry Finn; Roughing It, want 8to, clo., illus., not

1sts.

Venables, United States.

Electric Geographies, Primary, Intermediate and

School.

Encyclopedias, clean Standard sets in good 2nd

hand condition, late eds. only.

Arkansas, anything on, quote.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Arts, etc.

Artemisia Bk. Shop, 1186 6th St., San Diego, Cal.

Huxley, Leda.

F. Tennyson Jesse, Milky Way.

Memoirs of De Goncourt Brothers.

Auditorium Bk. Store, 1407 Arapahoe St., Denver

Biological History Philosophy, Lewis, 2 vols.

William M. Bains, 1213 Market St., Philadelphia

Susan Warner's Gold of Chickaree.

Dangerous Trades, Thos. Oliver, Dutton.

Occupational Diseases, Thompson, Appleton.

G. A. Baker & Co., 144 E. 59th St., New York

Bigelow, John, Retrospects of an Active Life, 5 vols.

Redmond, Financial Giants of America, 2 vols., 1922.

N. J. Bartlett & Co., 37 Cornhill, Boston

Kloppch, Many Thoughts of Many Minds.

Book of English Gardens, illus. by K. M. Watt.

Things We Ought to Know About Our Bible.

D. L. Moody, by Henry Drummond.

May 30, 1925

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Jos. J. Barton, 111 W. Patrick St., Frederick, Md.
Hand Book or anything on Dry Cleaning.
Hand Book or anything on Meat Cutting.
The Unlucky Family, Mrs. de la Pasture.
Historic Towns of the Southern States, L. P. Powell.
Burkes General Armorie.

Beacon Bk. Shop, 43 E. 45th St., New York
Powell, Geological Survey, vol. 1, 1880.

Beaumont's Bk. Shop, 16 N. 12th Blvd., St. Louis
Calculus of Variations, Lewis B. Carll.
Sturgis Encyclopaedia of Architecture.
Used books on Freemasonry, prices reasonable.

C. P. Besinger Cable Code Book Co., 19 Whitehall
St., New York
Schofield's General Telegraph A B C 5th Improved.
Peterson, Banking, Sampler's Code.
Western Union, Lieber 5-Letter Codes.
Any American-Foreign Language Code.

A. F. Bird, 22, Bedford St., London, W.C.2, Eng.
Woods, Heredity in Royalty.
Chase of Leviathan, Mayne Reid.
Onward Magazine, 1868.

Bd. of Christian Educ. of the Presby. Church,
Witherspoon Bldg., Philadelphia
Outline of Theology, A. A. Hodges, ed. of 1860.

Bobbs-Merrill Co., 185 Madison Ave., New York
The Master of Appleby, Lynde.
Kings of the Missouri, Pendexter.
The Under Groove, Stringer.

The Book Shelf, 15 Garfield Pl., Cincinnati, Ohio
Dictionary of Antiquity and Mythology, Harpers.

The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
Dome of Many Colored Glass, Lowell, 1st ed.
John Keats, Lowell, 1st ed.
Pinnocchio, Collodi, large ed., illus. Copeland

The Book Shop, Davenport Hotel, Spokane, Wash.
Batifolls, The Credibility of the Gospel.

Box 62, Archbald, Pa.

Paris Salon, 1891.
Vol. 8, McClintock, Strong Biblical Encyclopedia.
Lossing's Field Book of the Revolution.

Brentano's, 218 S. Wabash Ave., Chicago
Peculiar Tales of Great Rebellion, Sargent.
Rev. of an Int. Spy, Graves.
Piquet Jones, pub. C. S. Sons.
The Texican, Dave Coolidge.
Told in a French Garden, Aldrich.
Fallacies of Life Ins., Scudder.
Mr. Squem, Taylor, pub. Doran.
Philo Judaeus Works, 4 vols., Macmillan.
Three Laws & Golden Rule & Short Story Promor-
dial, Morgan Robertson.
Loyalists in Am. Rev., Van Tyne, Macmillan.
Loyalists of Mass., Stark.
Coming of the Loyalists, Haight.
The Camden Colony, Tucker.
Loyalism in N. Y. during Am. Rev., Flick.
A Happy Disciple; Miss Matilda Archambeau, Cum-
ings.
Old Caravan Days, Catherwood.
Human Sexuality, Park, Prof. Pub. Co.

Brentano's, 5th Ave. & 27th St., New York
Good Living, S. Van B. Brugiere.
How to Be a Yogi.
Poems, Post Wheeler.
Dyes and Dying, C. E. Pellew.
Cleek, the Man of Forty Faces, Fanshew.
The Message, Cord.
Sicilian Ways and Days, Caico.
Wight's Right, Redbeard.
Gem Stones and their Distinctive Characters, Smith.
The Doctor Looks on Literature, Joseph Collins.
Casanova's Homecoming, Schnitzler.
Cruise of the Alert, E. F. Knight.
Pompeii, Its Life and Art, August Mau.
History of the Typewriter, Mare.
The Bog of Stars, Standish O'Grady.
Gloria Gray, Love Pirate, Pearl Bell.

Brentano's, N. Y.—Continued

Illustrated Guide to Flowering Plants, Stevens.
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Jungle Chums, Hyatt Verrill.
Virgin Islands of U. S. A., Zabriska.
David the Poet and King, Newell Dwight Hills, 4
copies.
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Pennsylvania Colonial & Federal History, 1608-1903,
Ed. H. M. Jenkins.
Ballads of Blue Water, J. J. Roche.
A Ramble Through Switzerland, Wm. J. MacNeirn.
Pieces of Irish History, Wm. J. MacNeirn.
Self Mastery Through Conscious Autosuggestion,
Coué.
The Rosy Mite, Vera P. Jelihavsky.
Phallicism, Hargrave Jennings.
History of the Rise and Influence of Rationalism in
Europe, W. E. H. Lecky.
Switzerland in Summer, W. & C. Cadby.
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The Experimental Novel and Other Essays, Emil
Zola.
Magdalene, Poems and Lyrics, A. A. Tyson.
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Textbook of Anatomy and Physiology, Kinker &
Gray.
The Cult of Incompetence, Eng. trans., E. Faguet.
The Modernist, Robt. Norwood.
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History of Art, Goodyear.
Carpenter and the Rich Man, Bouck White.
The Last of an Era, John Wise.
Poems About God, A. C. Ransom.
Pistis Sophia, Meade, 1st ed.
My Demon Motor Boat, Fitch.
Cheerful Cherubs, Rebecca McCann.
Come Out to Play, M. E. F. Irwin.
Folly of the Circus, Mayo.
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Prison Memoirs of an Anarchist, Alexander Beek-
man.
Knock Nagow, Klickham.
Winter India, Skidmore.
Exploits of Juve, Souvestre.
The Great Galeats.
The Story of Our Post Office, Marshall Cushing.
The Life and Letters of Peter Ilich Tohekovski,
Eng. trans.
Campaign of Lt. General John Burgoyne and the Ex-
pedition of Lt. Col. Barry St. Leger, Wm. Leete
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 Story of France, Thomas Watson.
 Mistress Dorothy Marvin, John C. Snaith.
 Good Men and True, Rhodes.
 The Essay, Williams.
 Legends of Smokeover, Jacks.
 Fellow Captains, Dorothy Canfield, 12 copies.
 Olmsted, Frederick L., The Cotton Kingdom, pub.
 1861.
 Library of Choice Literature, 8 vols., Gebbie & Co.,
 1883.

Bridgman & Lyman, 108 Main, Northampton, Mass.
 Mrs. Knight's Diary.
 Sweetman, Australian Constitutional Development.
 Burton Holmes Travel Stories, ed. by Wm. H.
 Wheeler.
 Wilson, Weekends at the Farm.
 Satayana, Winds of Doctrine.
 Downer, Devil's Church.

Brockmann's, Charlotte, N. C.

My Book House, ed. by Olive B. Miller, set.
 Brooklyn Mus. Lib., Eastern Parkway & Washing-
 ton Ave., Brooklyn, N. Y.

Journal, Am. Inst. of Architects, June & Nov., 1920.

Brown Book Shop, 623 State St., Madison, Wis.

Wordsworth's Poems, Knight ed., Macmillan.
 Stedman, Student Life and Customs.

Burner's Bk. Shop, 628 Valley Rd., Upper Montclair,
 N. J.

Prescott's Conquest of Mexico, good. ed. with good
 type.

Cadmus Book Shop, 312 W. 34th St., New York

Cooper, J. Fenimore, Notions of the Americans;
 Sketches of Switzerland, pt. 2; Gleanings in Eu-
 rope—France, England, Italy; Lives of Disting-
 uished American Naval Officers.
 Wilson, Bryant and His Friends.
 Griswold, Prose Writers of America.
 Triskerman, America and Her Commentators.
 Loshe, Early American Novel.
 Cooper, Susan Fenimore, Pages and Pictures.

E. E. Calkins, 247 Park Ave., New York

Any books on Col. Ethan Allen.

Cambridge Bk. Store, 1158 Mass. Ave., Cambridge

Keats' Poems.

Browning's Poems.

Mallory's Mord d'Arthur, 2 copies.

Kittridge, G. L., Chaucer and His Poetry.

Cross, Development of the English Novel.

Campion & Co., 126 S. 16th St., Philadelphia

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 rich Ries.
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Hoyt Case, 21 E. 61st St., New York

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James Branch Cabell, Branchiana; Branch of Abing-
 don; Chivalry; The Certain Hour; Soul of Mili-
 cent, 1st eds.

Montague, Contemporary Russian Composers, Stokes.
 Edward Arlington Robinson, The Torrent and the
 Night Before, 1st ed.

Franz Blei, The Powder Puff, Dutton.

The Writings of Thomas Jefferson, Lipscomb and
 Burgh ed.

James Branch Cabell, The Cream of the Jest, 1st
 rev. ed., 1922.

T. F. Powys, Soliloquies of a Hermit, Amer. ed.

Geo. M. Chandler, 75 E. Van Buren St., Chicago

Black Hawk Autobiography.

Browne, Everyday Life of Lincoln.

Century Atlas.

Dow, Pirates of the New England Coast.

Dumas, My Memoirs, 6 vols.

Forlongs Rivers of Life, 2 vols.

Forlongs Rivers of Life, without atlas.

Hazlitts Works, 12 vols., Dent.

Hearn's Journey, 4to, 1795.

History of St. Johnsbury, Vermont.

Hough, Story of the Outlaw.

Inman, Santa Fe Trail; Salt Lake Trail.

Masson, Life of Milton, 7 vols.

McCoy, Cattle Trade of the West, 1874.

Morley, Oliver Cromwell, Eversley ed., Macmillan.

Pinkerton, Molly Maguires.

Pliny, Natural History, 6 vols., Bohn.

Power, Mediaeval People, H. M. & Co.

Robinson, Sailing Ships of New England, 1st series.

Rousseau, Confessions, 4 vols., 8vo, Gebbie.

Schmidts, Civil War of Spain & Mexico.

Smiles Art of Living, Selected by Cooke.

Smith, The Widow Goldsmith's Daughter.

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Symonds, Catholic Reaction, 2 vols., Holt, 1887.

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 1881.

Tallentyre, Life of Voltaire, 2 vol. ed.

Taylor, W. M., Four Years in the Saddle.

Thayer, Western Journey With Emerson.

Thomas, History of Printing, 2 vols., 1810.

Thompson, Life of Ethan Allen.

Union Pacific Reports, pub. by Govt., 13 vols.

Whites Recopilacion, Mexican Law.

Whitman, Leaves of Grass, 1st ed., 1855.

Wilson, Aristocrats of the Garden.

Chemical Catalog Co., 19 E. 24th St., New York

Organic Chemistry of Nitrogen, by Sidgwick.
 Simpler Natural Bases, by G. Barger.

Children's Bookshop, 33 Wall St., New Haven, Conn.

Herford, O., Alphabet of Celebrities; A Child's Book
 of Natural History.

A. H. Clark Co., 4027 Prospect Ave., Cleveland

American Bar. Assn. Repts., vols. 1-6.

Butterfield, History of Girtys.

Hooker, Prairie Schooner.

Potter's Amer. Monthly, fr. beg. to 1874; 1877 to end.

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American Journal of Philology, vols. 1-33, any or all.

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 English, 1909.

Male, Emile, Religious Art of the 13th Century in
 France.

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Maeder, The Dream Problem.

Melvin, Napoleon's Navigation System, Univ. of
 Penna., 1919.

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English Historical Review, vol. 12.
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 Nat'l Bureau of Economic Research, vol. 1, no. 2,
 The Income of the U. S.
 Paetow, Guide to Study of Mediaeval History for
 Teacher and Librarian.
 Shotwell, Religious Revolution of To-day, 1st ed.,
 1913.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
 Hurd's History of Otsego County, N. Y.
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 Bank Rate and the Money Market, Palgrave.
 Bhagarar Gita, Yogi Ramacharaka, 1908.
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 John Wanamaker, a Biography, Gibbons, Herbert
 Adams, 1924.
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 Astrophysical Journal, 1906-25.
 Journal of the American Foundryman's Ass.
 Transactions of the Amer. Entomol. Society, 1867 to 1924.
 Transactions of the Foundrymen's Ass., 1904 to 1924.
 Acha forestalia feunica.
 American Forestry, 1895 to 1924.
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 American Brewer, 1868 to 1924.
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 American Architect and Architectural Review, 1870 to 1924.
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 American Agriculturist, 1842 to 1924.
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 Journal of the Amer. Ceramic Society, 1918 to 1924.
 American Chemical Journal, 1879 to 1912.
 Gadow, Osteology of the Mammalia.
 Gebhardt, Miniatur of the Ashburnham Pentateuch.
 Gradin, Short Hist. of Johem. Prot. Church, 1743.
 Grammaire Anglaise, Lond., 1741.
 Grandgent, Introd. to vulgar Latin.
 Greenwood, Essay tow. a Pract. Engl. Gram., 1737.
 Gring, Elect. Chin.-Jap.-Eng. Dict., 1884.
 Mem. Connecticut Ac. of Arts. a Sc., v. 1.
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Allen, Manual of Phonography.

Boston Herald, May 30, June 17, 21, 27, 1924.

Boston Transcript May 2, 10, 13, and June 18, 1924.

Brown, Hist. Penacook, N. H.

Bugg, People of Our Parish.

Bullitt, An Uncensored Diary.

Century Encyclopedia of Names.

Davis, Hist., Bucks Co., Pa., 3 vols.

Emery, Hist. Taunton.

Fabre Proces de condamnation de Jeanne d'Arc.

Fitzgerald Life of Garrick, 1899.

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Set, Dumas.

The Literary Lobby, 28 W. 44th St., New York

Voynich, Olive Latham.

The Little Book Store, 51 E. 60th St., New York

The City of Sunshine, Allardyce, Blackwood, Edinburgh, 1877.

Lofland & Russell, 732 W. 6th St., Los Angeles, Cal.

Though Life Do Us Part, Elizabeth Stuart Phelps.

B. Login & Son, 29 E. 21st St., New York

Thorpe, Dict. of Applied Chemistry.

Parcard, History of Medicine.

Parsons, Pathology of the Eye.

Mumford, History of Medicine.

Chemical and Medical periodicals, sets and vols.

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Schleip, atlas Hematology.

Lexer Bevan, Surgery.

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Cushing, The Pituitary Body.

Lord & Taylor Bk. Shop, 5th Ave. at 38th St., N. Y.

Mythology of Ancient Greece and Italy, Keightly, Mac.

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Set, Harvard Classics.

Lowman & Hanford Co., 616 First Ave., Seattle, Wn.

Anderson, Rasmus B., Norse Mythology.

Beeching, Sonnets.

Kemp, Practical Plastering.

Starr, David, Twenty Years with the Cherokee Indians.

Glory That Was Greece.

Grandeur That Was Rome.

Laumor, Ether and Matter.

Einer A. Lyngklip, 51 Park Place, Lockport, N. Y.

Pearson's Mag., Sept., 1916, to Dec., 1924.

Mencken, Damn.

H. G. Wells, The Time Machine; The Wonderful Visit; The Island of Dr. Moreau.

Frank Harris, How to Beat the Boer; any English ed.; any 1st, any time.

McAuliffe Paper Co., Burlington, Vt.

From Boniface to Bank Burglar, White.

A. C. McClurg & Co., Library Dept., 333 E. Ontario St., Chicago

Abelson, Seven Liberal Arts.

Abney, Colour Measurement and Mixture.

Adams, History of the United States, 1801-1805, 2 vols., First Administration of Jefferson.

Adams, New Teaching.

Aldis, Plays for Small Stages.

Allen, Mill and Cyanide Handbook.

Alston, From the Heart of Veld.

American Authors, 1st ed., pub. 1893 by Stone & Kimball.

American Book Prices Current, for 1918.

Americana Germanica, vols. 4, 11, 13, 25 and 30.

American Institute of Architects, Proceedings, 1913 ed.

Anderson, Architecture of Greece and Rome; Architecture of the Renaissance in Italy; Constitution and Docs. IIs. of the History of France.

Andrews, Heritage of Freedom.

Arber, Facsimile of First Printed Eng. New Test., tr. by W. Tyndale, London, 1871.

Aria, Costumes, Fanciful, etc.

Bacon, Literary Pilgrimages in New England, Lib. ed.

Baden-Powell, Land Revenue and Tenure in British India.

Bailey, City of Refuge.

Baker, Following the Color Line.

Balch, The Question of Alsace and Lorraine.

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Ball, Time and Tide, 1895.

Barnes, Studies in Historical Method.

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Bird, Political Facts, including Full Text of Republican and Democratic Platform.

Blackburn, North Dakota Historical Sketch.

Blake, Mathematics of Machine Design.

Blatchley, Gleanings from Nature.

Blok, History of the People of the Netherlands, 5 vols.

Boone, History of Education in Indiana.

Braithwaite, Anthology of Magazine Verse, 1915.

Brinkley, History of the Japanese People, 2 copies.

Brinton, Correggio.

Brooke, Modern Retort Settings.

Brooks, Stories from Four Languages.

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Brown, Year Among the Persians; Persian Revolution, 1905-1909.

A. C. McClurg—Continued

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Butler, Treaty Making Power of the U. S., 2 vols.

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Davis & Smith, Debating for High Schools.

Days with Victorian Poets, pub. Hødder, 1913.

Dellenbaugh, A Canyon Voyage.

DeMar, Remaking of the World.

Devine, Montenegro in History, Politics and War.

Dickens, Nicholas Nickleby, Globe ed. pub. by Hurd & H.

D'Indy, Beethoven.

Donnelley, Imitation and Analysis.

Dryer, Studies in Indiana Geography.

DuBois, Quest of the Silver Fleece.

Dubnov, History of the Jews in Russia and Poland, 3 vols.

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Engineering Index Annual for 1918.

Erskine, Leading American Novelists.

Evans, Chapters on Greek Dress.

Fairbanks, First Philosophers of Greece.

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 Hopkins, University Studies in Historical and Political Science, Ser. XXXIX, No. 1.
 Hovestadt, Jena Glass; and its Appliances.
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 Jenks, When America Won Liberty.
 Johnson, Modern Inventions.
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 Levermore, Yearbook of the League of Nations, Vol. 1.
 Lewis, West Virginia, History and Government.
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 Lowry & McCardle, Mississippi, History of.
 Lyle, Euphues, Murray '68.
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 McLean, Literature of the Celts.
 Madison, Writings of James Madison, 9 vols., pub. by Putnams.
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 Venable, Brief Account of Radio Activity.
 Wagner, Art Life and theories sel. and tr. by Berlingame.
 Walters, Classical Dictionary of Greek & Roman Antiquities.
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 Von Bergens, Encyclopedia of Rare Coins, Stamps, Old Books and Paper Money.
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- R. H. Macy & Co., Bk. Dept., New York**
 Stepsons of France, Wren, pub. Stokes.
 Citizen of the World, Goldsmith.
- Madison Bk. Store, 61 E. 59th St., New York**
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- Harry F. Marks, 31 W. 47th St., New York**
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 Haggard, Red Eye.
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- Miller's Bk. Store, 64 N. Broad St., Atlanta, Ga.**
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- S. S. Moore Co., 118 Capitol St., Charleston, W. Va.**
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- Nat'l Inst. of Public Administration, 261 B'way, N.Y.**
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 Fuld, Police Administration.
- Neighborhood Bk. Shops, 922 Madison Ave., N. Y.**
 Pickett, La Salle C., Literary Hearthstones of Dixie; Heart of a Soldier; In de Miz Series; Folk Lore Stories; Pickett and His Men.
 Vindication of Lady Byron, London, 1871.
 Remarks on M. Moore's Life of Byron, 1830.
- The New Jersey Zinc Co., 160 Front St., New York**
 Lead and Zinc Pigments, C. D. Holley, pub. John Wiley & Sons, New York.
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 Battles and Leaders of the Civil War, vol. 1 only.
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 Zeller, Stoics, Epicure & Sceptics, 1870.
 Hicks, Stoic & Epicurean, 1910.
 Hundred Best Pictures, Letts.
 Burton, Lake Regions of Central Africa, 2 vols.
 Lang, Mystery of Mary Stuart, illus., Longmans.
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 Any odd vols. of Burbank.
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- P. C., Care of Publishers' Weekly**
 Triumph of Life, Harper Bros., 1903, 2; Debonnaire, Doubleday, Page, 1904, 3; Barry Gordon, Doubleday,

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Page, 1908, 3; Periwinkle, Sturgis & Walton Co., 1910, 4, all by Wm. F. Payson.

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Stockton, F. R., 1st ed., any.
Moore, George, Salve, 1st Am.
International Encyclopedia.

Paul Pearlman, 1711 G St., N.W., Washington, D. C.
James Stephens' Deirdre & Crock of Gold, 1st ed.
Pearlman's Bk. Shop, 933 G St., N. W., Wash., D.C.
Dabney, Musical Basis of Verse.
Pernin, Dictation Book.
Hazel Kirke, The Jucklens.
Post, League of Five.
Worcester's Second Reader, 1854.
Gregg & Elliot's Third Reader.
Halliday, Practical Azalea Culture.
Merker, Attack of Fortified Places.

U. Pegues Bk. Shop, 6417 Hollywood Blvd., Hollywood, Calif.

Painted Veils, Huneker.
A Little In C Major, Mencken.
Sir Richard Calmady, Lucas Malet.
Byne & Stapley, Spanish Interiors and Furniture.

Pettibone-McLean Co., 73 E. State St., Columbus, O.
Ernest Oldmeadow's Antonio.
Rood, Students' Text Book of Color, latest ed., pub.
Appleton.

Philadelphia Bk. Co., 22 N. 9th St., Philadelphia
Key's John McCormack, His Own Life Story.
Sharps, Balancing of Engines.

Platonist Press, 1177 Warburton Ave., N. Yonkers, N. Y.

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Twain, vol. 4 only, Collier, green cloth.

Powner's, 1352 N. Clark St., Chicago

Godey's and other fashion magazines prior to 1870.

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Horton, The Bible, a Missionary Book, new or 2nd-hand.

Presbyterian Bk. Store, 914 Pine St., St. Louis, Mo.
Clark's Commentary, 6 vols.

Princeton University Library, Princeton, N. J.

Brown, International Realities.
Hershey, International Law and Diplomacy of Russo-Japanese War.
Higgins, Hague Peace Conference, 5.
Hill, Rebuilding of Europe, 5; American World Policies, 6.
Reinsch, Public International Unions.
Takahashi, International Law Applied to Russo-Japanese War.
Willoughby, Foreign Rights and Interests in China,

Wright, Enforcement of International Law, 2.
U. S. Statutes at Large, vols. 14 and 15.
Bailey, Library Bookbinding, 1916.
Gulf States Historical Magazine, vol. 2, nos. 5 and 6.

Publishers Bk. Clearance Co., 1655 B'way, N. Y.

Brantome's Fair and Gallant Ladies, Alexandrian Society, vol. 2, 3 copies.
Life of William J. Flynn.
Huysman, La Bas (Down There).
Poetica Erotica, vols. 1 and 2.
Art of Love, Robie.
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Froude, History of England, vols. 1 and 2, Scribner, 12mo ed.
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Raymers Old Bk. Store, 1317 Pacific, Tacoma, Wash.
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A. M. Robertson, 222 Stockton St., San Francisco

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Pattie's Personal Narrative.
In the Wake of the War Canoe, Collinson.
Life of Bishop John Henry Hopkins.
City of Six; Diary of a 49er, Canfield.

E. R. Robinson, 410 River St., Troy, N. Y.

Andree, Life of Luther.
Barnes, Notes on the New Testament.
Burgoyne, J., Dramatic and Poetical Works, 1808.
Custer, G. A., Wild Life on the Plains.
Calvert-Hall, E., A Book of Handwoven Coverlets.
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Farrar, Life of Christ.
Grabau & Shimer, North American Index Fossils.
Gale, E. J., Pewter and the American Collector.
Helmwitz, On Tone in Music.
Horn, F. W., History of the Literature of the Scandinavian North.
Moyes, J., Medicine and Kindred Arts in the Plays of Shakespeare.
National Geographic, 1906, Jan. to June, incl.
Prime, W. C., Owl Creek Letters.
Richards, C. C., Village Life in America.
Reed, B., Red Rose and the White Rose.
Robins, Dark Lantern.
Sigwardt, Life of Blessed Albert the Great, 1850.
Theatre Magazine, 1905 and 1911.
Tyndall, On Sound.
Villey, Montaigne et Bacon.

J. W. Robinson Co., 7th St. & Grand Ave., Los Angeles, Calif.

American Statesmen Series, 31 vols., 1st ed.
Don Byrne, 1st eds.
Dreiser, Sister Carrie, 1st ed.
Farmer, Boston Cooking School Cook Book, 1st ed.
Hough, Story of Cowboy, 1st ed.
Kent, Wilderness, 1st ed.
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Masters, Spoon River Anthology, 1st ed.; New Spoon River, 1st ed.
Russell, Stories of Great Railroads, 1st ed.
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Bierce, Devil's Dictionary.
Dowden, Life of Shelley.

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Nathan, Another Book on the Theatre; Bottoms Up;
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Robinson & Gow, Sailing Ships of New England, 1607-1907.
von Stephanitz, Police Dog.

Robson & Adey, 312 Union St., Schenectady, N. Y.
Pearson, Schenectady Patent.
Fossil Botany, Stopes.

Rochfort's B'kshop, 27 Court Sq., Boston

Potter, Margaret, The Genius, Harper, 1906.
Dehan, Just Steward, Doran.
Roughhead, Murder Cases.
Strange Story of Ahrenziman.
Hall, Land Titles.

A. Roggenburger, 2551 N. 18th St., Philadelphia
Bibliophile Society, Annuals, 1st, 9th and 10th year.
Gold, William Jason, Historical Records of the Town of Cornwall; not the one by T. S. Gold.

St. Paul Bk. & Stat. Co., 55 E. 6th St., St. Paul
Davis, The Egyptian Book of the Dead.
Clifford, Egypt, The Cradle of Ancient Masonry.
Sweet Singer of Michigan, Julia Moore.

Thos. M. Salisbury, 49 W. 125th St., New York

A Defence of Poetry, Shelley, Bobbs-Merrill, 1904.
The Virginian, Wister, de luxe ed.
Moths, a novel, Ouida.
Little Journeys, Elbert Hubbard, original covers.

Santa Ana Bk. Store, 105 E. 4th St., Santa Ana, Cal.
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Scientific American, 233 Broadway, N. Y.

Jane's Fighting Ships, 1924.

Scrantom's, Inc., 334 Main St. East, Rochester, N. Y.
Corvo's In His Own Image.
John Osenharn, My Lady of the Moor.

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Chas. Scribner's Sons, 5th Ave. at 48th St., N. Y.
Browne, G. W., St. Lawrence River, Putnam.
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Carpenter, E. B., South Country Neighbors.
Craig, On the Art of the Theatre, Small.
Gates, The Plow Woman, Grosset.
Gautier, Wanderings in Spain.
Gipsy Smith's Best Sermons, Ogilvie Pub. Co., 1907.
Harland, Common Sense in the Household, Scribner.
Hichens, Fruitful Vine, Stokes.
Inge, Christian Mysticism, Scribner.
La Farge, An Artist's Letters from Japan, Cent.
Lafitte, Pirate of the Gulf, 2 vols., Harper, 1836.
O'Neill, R., Master Mistress, Knopf.
Platt, Psychology of Social Life, Dodd, Mead.
Strauss, Life of Jesus.

Sears, Roebuck & Co., Bk. Dept., Chicago
Art and Environment.

H. H. Seidler, 62 Crocus Ave., Floral Park, N. Y.
Lincoln, Life and Times, Brockett, 1865.
Lincoln, Life and Public Services, Raymond, 1865.

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Small & Hanson, 36 Brattle St., Boston, Mass.
Wiener's Hist. Yiddish Lit. 19th Cent.
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Harvard Classics Shelf of Fiction, vols. 12 and 15, green cloth.
Harvard Classics, vol. 18, brown cloth.

Springfield, Mass., City Library

Blue Print Making, U. P. C. Bk. Co.
Dawson, Great English Novelists, vol. 1, Harper.
Douglas, C. H., Credit Power and Democracy.
DuChailu, Land of the Midnight Sun, vol. 1, Harper, 1882.
Smith, O. W., Book of Live Bait Fishing.
True Mother Goose, illus. by Mansfield.

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Hann, Handbook of Climatology, tr. Ward.
Herrick, Clarke's Field.
Hurst, Just Around the Corner.
Kellogg, Shell Fish Industries.
Koebel, Modern Chili.
Lang, Customs and Myths, 1888.
Larisch, My Past.
Morgan, A Poppy Garden.
Munsterberg, Psychotherapeutics.
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Drayton, Memoirs of the American Revolution, 1821.
Gibbs, Documentary History of the American Revolution, 1855.
Johnson, Life of Nath. Greene, 1822.
Lee, Memoirs of the War in Southern Department, 1812.
Lossing, Pictorial Field Book of the Amer. Rev., 1859.
McCrary, History of South Carolina.
Moultrie, Memoirs of Amer. Revolution, vol. 1 or set.
Tarleton, History of Campaigns of 1780-1781.

Syracuse Univ. Bk. Store, 303 University Pl., Syracuse, N. Y.

New International Encyclopedia.
Clements, Research Methods in Ecology.

Their Bk. Shop, 5 Pikes Peak Ave., Colorado Springs, Colo.

South by West, Rose Kingsley, Isbister & Co., 1874.

Lewis M. Thompson, 24 Stone St., New York
Philosophy of Animal Magnetism, Phil., 1837.
Hamlet, 1676.

L. M. Thompson—Continued

Macbeth, 1673.
Hamlet, Tanson, London, 1734.
English Notes, Boston Daily Mail Office, 1842.
Walker issues of Shakespeare Plays, 1734-5.

Thoms & Eron, 34 Barclay St., New York

Bailey, Cyclopaedia of Agriculture.
Library of Southern Literature.
South in the Building of the Nation.
Men of the South.
American Dictionary and Encyclopaedia of Music.
Moulton, English Criticism.
Brewer, Best Orations; Best Essays.
Shakespeare, Furness ed., Variorum.
National Cyclopaedia of Biography, American.
Heitman, Historical Register.
Daughters of American Revolution, Lineage Books.
Armstrong, Notable Southern Families, 2 vols.
Wheeler, History of No. Carolina.
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Underwood of Korea, Underwood.
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Norway, Story of Nation Series.

University of Oregon Library, Eugene, Ore.

Beechey, F. W., Zoology of Voyage to the Pacific; Botany of Voyage to the Pacific.

University of Penna. Library, Philadelphia

Beowulf and the Finnesbush Fragment, tr. by Child.
Daniel, S., Complete Works, ed. Grosart, vol. 5, 1866.
Defoe, Selections from Defoe's Minor Novels, ed. Saintsbury.
Hudson, Studies in Interpretation, Putnam, 1896.
McKenna, Stephen, My Contemporaries.

Vendome News, 261 Dartmouth St., Boston 17
Norsten's Rest, Stephens.

A. C. Vroman, 329 E. Colorado St., Pasadena, Cal.
McFarlane, Etchings of the Master.
DeMorgan, It Never Can Happen Again.
Greene, Grim Thirteen.
Friedlander, Roman Life and Manners Under the Early Empire.

Geo. Wahr, 103 N. Main St., Ann Arbor, Mich.
Stedman & Hutchinson, Library of American Literature.

Walden Bk. Shop, 410 N. Michigan Ave., Chicago
Stepsons of France, Wren.
Legends in Japanese Art, Joly, pub. Lane.

Walden Bk. Shop, 307 Plymouth Ct., Chicago
The Fool in Christ, Hauptman.
Alpine Flora of the Canadian Rockies, Brown, 2 copies.
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Canterbury Tales, annotated by Saunders.
The Big Town, Ring Lardner.

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 Irving, Rip Van Winkle, illus. Rackham, pub. Doubleday.
 Financial Giants of America, Redmond, 2 vols., pub. Stratford Pub. Co.
 Georgia Scenes, Judge Longstreet, pub. Harper.
 Thirst, Eugene O'Neill.
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 Letters of Madam De Montemon.
 Letters of Madam De Sevigne.
Washington Sq. Bk. Shop, 27 W. 8th St., New York
 Kuprin, River of Life, pub. Luce.
J. R. Weldin Co., 413 Wood St., Pittsburgh, Pa.
 Doddridge, ed. Ritenour & Lindsey, Notes on the Settlement and Indian Wars of the Western Parts of Virginia and Pennsylvania.
Edgar H. Wells & Co., 41a E. 47th St., New York
 Ainsworth, P. C., Threshold Grace.
 American Naturalist, 1904, vol. 38, pp. 243 ff.
 Andrews, Apocryphal Bks. of Old and New Testaments, Doran, 1909.
 Auringer, Voice of a Shell, N. Y., 1883.
 Bacon, Essays or Counsels Civil and moral, introd. by Lewis, Putnam Classics.
 Boynton, Pilgrim Pastor's Manual, 1920 or later ed.
 Croke, Popular Religion and Folk Lore of N. India, 1896.
 Emerson, R. W., Works, Introd. by Greenough, Hearst's Inter. Lib.
 Field, Mystics and Saints of Islam, 1910.
 Fors, Life of Gottschalk.
 Hart, J. M., Development of Standard Eng. Speech, 1907.
 Hewlett, M., Anima Semplicita or Duchess of Nona, 1899.
 Holland, E. C., Odes, Naval Songs and Other Occasional Poems, 1813.
 Hurwitz, Pigma Legends in Jewish Lit., 1916.
 Jamison, Lady Jane, Tomette's Philip, 1st or early.
 Miller, Joaquin, Illus. Hist. of Montana, 1894; Japan of Sword and Love, 1905; Specimens, 1866.
 Moore, C. H., Renaissance Architecture.
 Paton, Christ and Civilization, 1910.
 Peake, Problem of Suffering in Old Testament.
 Scheffauer, Looms of Life, N. Y., Neale Co., 1908.
 Shedd, Islam and Oriental Churches, 1904.
 Society California Pioneers, Orations.
 Stevenson, Prayers Written at Vailima, 1904 or 1911.
 Stone, Fifty Years of Journalism.
 Tabor, Landscape Gardening Book.
 Verplanck, Every Day in My Garden.
 White, Immigrant Family, Harper.
B. Westermann Co., 30 E. 20th St., New York
 Stuart, Sir Wm. George Drummond, 7th Baronet, Altowan; or Incidents of Life and Travel in the Rocky Mountains by an Amateur Traveler, ed. by J. Watson-Webb, New York, Harper & Bro., 1846, 2 vols.
 Cremer, The Ethiopic Liturgy.
 Rondanez, Simplified Guide to Correct Automobile Wiring.
 Eddy, Vitamine Manual.
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Geo. F. Wharton, 609 Baronne St., New Orleans, La.
 Macaulay's Works, Twentieth Century ed., Putnam.
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 Mass. Soldiers & Sailors, vols. 3, 6, 7, 12-17.
 N. Y. State Hist. Assn. Quarterly, vols. 2-5.

Ontario Co., N. Y., McIntosh, Hist., 1876.
 Any Genealogical Book or Pamphlet.
 Any Town or County History.
 Clark Genealogy, 1866.
 Lancaster, Mass., Hist., 1879.
 Milliken Genealogy, 1907.
 Winslow Memorial, 2 v., 1877-88.
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 Houses and Gardens, Lutchens.
 Cennino Cennini, Harringham, 1899 trans.
 Trotlatto della Pittura-da Vinci, trans. 1883 by G. P. Richter.
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 Mineral Lands of U. S., Message of President, June 6, 1840.
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The Knickerbocker Mag., vol. 8, ½ cf., 1836.

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Nietzsche's Works, 4 vols., Macmillan, 1924.
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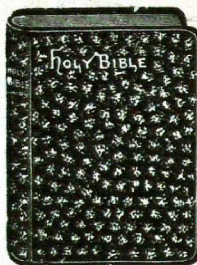
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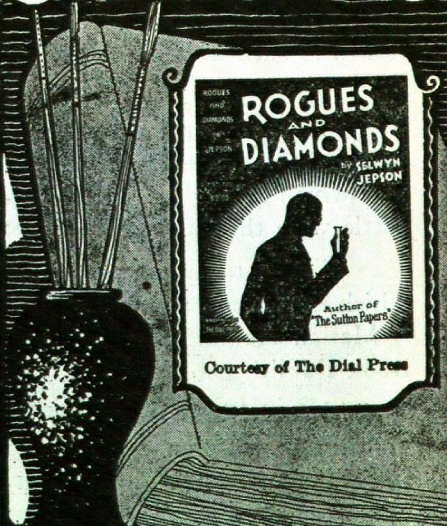
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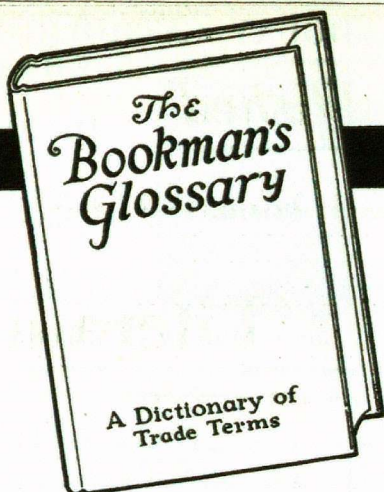
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